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DRUG & CHEMICAL MARKETS

Established 1914

A Weekly Business Paper for Those Who Make, Sell, or Buy
Chemicals, Dyestuffs, Drugs, Essential and Fatty Oils

VOLUME X.

NEW YORK, FEBRUARY 22, 1922

No. 8

ALKALI-BLEACH

BI-CARBONATE OF SODA
LIQUID CHLORINE BLEACHING POWDER
SODA ASH CAUSTIC SODA



MATHIESON

EXECUTIVE OFFICES 25 W. 43^d ST. NEW YORK

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H.A. METZ & CO. Inc.
 One Twenty Two Hudson Street New York City.
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DRUG & CHEMICAL MARKETS

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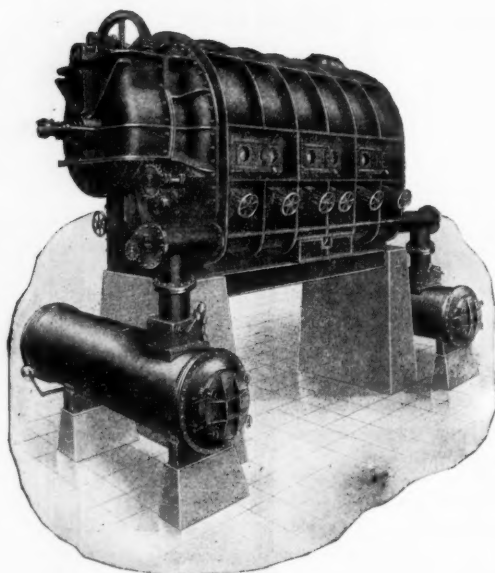
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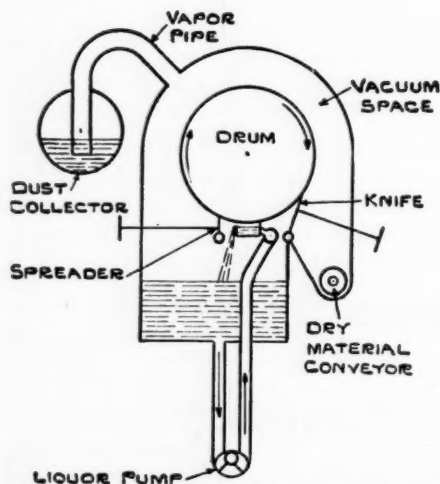
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ISSUED EVERY WEDNESDAY

DRUG & CHEMICAL MARKETS

3 PARK PLACE, NEW YORK

VOLUME X NUMBER 8

[FEBRUARY 22, 1922]

PREMIUMS ON PRICE CUTTING

Every chemical buyer in the land is doing his best—and with a great degree of success—to beat down the price of every ounce of materials he purchases; and by some nightmare process of reasoning, many chemical manufacturers are doing all that is legally possible to stimulate and encourage price cutting.

Many chemical producers have illogically assumed that the sole means of their salvation is volume of business. The plant must be kept running. Goods must be shipped even if every drum and every bag that leaves the shipping room has been sold for less than it cost to make and sell and pack. The popularity of the ruinous policy of making strenuous efforts to increase business done at an actual loss is astonishing.

There are three good methods of encouraging this particular brand of ruin. For convenience let us label them the "backdoor" method, the "boomerang" method, the "bonus" method.

The price of a certain chemical has been stabilized at \$2.40 per cwt., f.o.b. works—at least most of the trade papers print that figure and if you telephone any manufacturer, that is the price he will quote—at first over the telephone. But by keeping the plant running one producer has accumulated stocks to a panic point and he calls up a good reliable broker and lets just a ton or so go out the backdoor at \$2.15 delivered. The dealer hawks it about, f.o.b. New York, or Philadelphia, or Chicago at \$2.30, which is a great help in stabilizing prices.

A boomerang contract works somewhat differently. No buyer will sign a contract without a protection clause, and for his own protection the chemical producer reserves the right to deliver at any lower price quoted the buyer. Accordingly his competitor, shut out from the business, draws a ripsaw through the contract by quoting prices so low that to fulfil them will mean a loss. And the seller on the contract is holding the business on this basis. Which, of course, establishes a new contract price at which all manufacturers must do business. Study of costs and stimulation of sales efforts combine to suggest that the salesman might all be placed on a straight commission basis. Put into effect, as it has been by some companies, this ingenious plan proves to be a bonus on price cutting, as any sane salesman would rather have 10 per cent on any sale than 20 per cent on no sale. This too, is a very constructive work in restoring buyers' confidence in chemical quotations.

All such premiums on price cutting are ruinous

alike to those who practice them and to their more farsighted competitors. There seems to be but one solution—open price: openly determined.

LEGAL LIMITS OF TRADE ASSOCIATIONS

Secretary Hoover's comprehensive questions concerning the activities of trade associations which may or may not be legal, and Attorney General Daugherty's concise reply will be read with interest by business men. On the general principles involved, the Secretary of Commerce and the Attorney General agree, according to the letters that passed between them. Mr. Daugherty points out the distinction which the law makes between acts harmless in themselves, but used by individuals to suppress competition or enhance prices beyond reason. Secretary Hoover's first question concerning cost accounting is analyzed by the Attorney General as embracing the system in vogue with the lumber associations which carried it so far that it became a violation of the law because they agreed upon a uniform charge for stumpage. This cost varies, and is therefore a substantial part of the total cost price of lumber. The sales price was thereby substantially affected by the agreement.

Another important point raised by the Attorney General refers to uniformity of trade mark, labels and designs, which he says would inevitably result in uniformity of price. He cites the situation in the cement industry where a standard quality has been adopted, and no manufacturer attempts to make a grade of cement superior to that standard. Consequently there is no competition in the sale of cement so far as quality is concerned. He sees no violation of the law in gathering credit information, in mutual insurance, welfare work, statistical bureaus, and standardization of products by grades, but the Attorney General believes the line must be drawn between associations that use the information for monopolistic purposes and those which supply the information broadcast. Any acts which make price fixing possible, or which suppress competition would come under the Anti-Trust law.

THE ARSENIC FAMINE

Arsenic is the subject for more widespread misinformation at the present time than any other item in the chemical market. Everywhere the cry of famine is raised at a time when arsenic producing plants both here and abroad are shut down for lack of business at prices which will net a profit. No less an authority than Financial America has seen fit to publish an editorial on the subject tending to show that there is a real arsenic famine throughout the world and that it

is largely due to conspiracy on the part of the Germans since arsenic was not included in the provisions of the Treaty of Versailles as one of the reparation items. There certainly is no world wide arsenic famine at a time when the Japanese and English markets are flooded and when Germany and New York are the only points where even a temporary scarcity exists. The majority of the producers in the United States, Canada and Mexico have been forced to curtail operations or entirely close their plants until prices reach a point at which they can operate at a profit. The low prices at which imported arsenic was available last summer (the off season) made it impossible for producers to operate at profit and as soon as demand builds up to such an extent as to use up the supplies of German low-priced stuff and prices advance to the domestic producers' level, there is a cry of famine. The situation is all the more ridiculous when it is considered that the large consumers were covered long before the so-called shortage broke. The effect of the famine on the cotton crop and the boll-weevil is the subject of much concern to our esteemed contemporary, but it is certainly a question of shortness of sight rather than shortness of supply.

GERMANY'S INVOICING PROBLEM

In a circular letter issued by the Reichsbank, Berlin, the growing tendency in German business circles to demand payment in foreign currency in domestic business transactions is severely deprecated. Judging by past experience, the letter states, it is to be feared that this tendency, should it be permitted to gain ground, will not be confined to isolated parties and cases but is bound to spread to all branches, from the producer to the wholesaler and ultimately to the retail trade, thus rendering the intrinsic character of the invoicing of goods in foreign currency illusory. Such tendency would moreover result in an enormous demand for foreign bills and notes, thereby hastening the depreciation of the German currency.

The letter concludes by pointing out that in demanding payment in foreign currency from the exporter, the manufacturer is actually receiving an amount far exceeding the cost of raw material as it covers the surplus value, which is paid in marks, incident to the manufacturing or refining process of the products—a fact which it is worth while to give due consideration in view of the present psychological frame of mind of the public.

WORK THE SALVATION OF THE WORLD

What becomes of the industrial output of the United States, and for whose benefit do the thousands of factories, the railroad lines and other means of distribution, function? asks the National City Bank of New York. In reply to its own questions the bank quotes from a report by the National Bureau of Economic Research, which has gathered the necessary statistics to show that in the ten years under examination wages and salaries absorbed from 66.7 to 77.3 per cent of the total values pro-

duced by the organized industries, the remainder going to owners and purchasers of stocks and bonds, the form in which the people of all classes supply capital for industrial development either by individual investment or through savings banks and life insurance companies.

These findings are important in discussing industrial conditions today, because wage-earners who received large increases during the war believe to some extent that they are not receiving their share of the returns from industry, and that reductions now demanded are unreasonable. Linked with the question is the cost-of-living theory in fixing wages, but the man who argues on this basis is attempting to lift himself by his boot straps, because if wages go up it costs more to produce food or any other product and prices go up even faster than wages. The only solution of the controversy between capital and labor will be found when it is popularly understood that it is impossible to divide any more than is produced. As production increases, all workers will have a larger share. Russia is a practical example of what is meant by the economics of industry. Her workers are not producing and until their factories, farms and railroads are restored to normal conditions, Russia must look to the rest of the world for support.

In 1599 the Dutch, who then enjoyed a monopoly in East Indian trade, raised the price of pepper in the English market from three to eight shillings a pound; and the Lord Mayor of London called a protest meeting that resulted in the organization of the Honourable East India Company which drove the Dutch out of all India. It is "a little lesson from history" that the quinine monopolists in Amsterdam and Batavia should re-read thoughtfully.

Irving Berlin's show, *The Music Box Revue*, has in it a salesman, an independent cuss who would take orders from no one. We didn't know Berlin called on the chemical trade before writing the play.

A registered letter from Russia arrived here recently with 500 stamps on it, enough to buy an automobile, and for the fifteen cents it takes to answer it you can barely buy an ice cream soda here!

The New York Police are looking for \$3,000 worth of laundry said to have been taken from one of the Fifth Avenue mansions. Valued before or after washing?

High postal rates don't seem to hinder the steady stream of foreign merchandise catalogs, especially those addressed to the chemical trade.

The University of West Virginia, Morgantown, W. Va., is having plans prepared for a new chemical laboratory, estimated to cost about \$400,000. It is expected to call for bids early in March.

Twenty Million Dollars Worth of Air

So-Called "Mining the Air" Nets \$14,000,000 Worth of Oxygen Alone Every Year—Air Reduction Industry Has Made Tremendous Strides Forward

By JOHN WALKER HARRINGTON

THAT apt phrase of Sir William Crooke, "mining the air," has been realized to the extent that the making and marketing of atmospheric products is now on a recognized business basis. A survey of the American branch of the industry, made in facts and figures, without touch of fancy nor tinge of romance, reveals the results of a remarkable development. The raw material is costless and boundless. Every inhabitant of this earth stands up under the pressure of about fourteen tons of it, as the pressure of the atmosphere under ordinary conditions of the barometer is 14.73 pounds to the square inch. Considering the air as a mechanical mixture of certain gases, the making of products from it becomes merely a process of elimination. The air which we take into our lungs consists of seventy eight per cent of nitrogen, and twenty-one per cent of oxygen by volume, and one per cent of various other gases and vapors. This one per cent consists mainly of argon, with small fractions of neon, krypton, xenon, four hundredths of one per cent of carbon dioxide, traces of hydrogen and helium, and a little water vapor. Such is the composition of the thirteen trillions of tons of raw material available, equal in weight to about one-one million, two hundred thousandth part of the globe.

The element which has been withdrawn or eliminated with the best commercial success thus far is oxygen. S. W. Miller, addressing the Iron & Steel Institute not long ago, stated that the annual output of oxygen in this country was now one billion cubic feet a year. The price of oxygen varies from \$1.30 to \$1.40 a hundred cubic feet. Thus the value of this air product per annum is from \$13,000,000 to \$14,000,000. The bulk of it is used in the mechanical arts and therefore the price is becoming more or less stabilized. The blow pipe makes oxygen a powerful agent for cutting and welding metals, for hardly a day passes, the public does not see workmen in the streets cutting street car rails or iron bars by the oxy-acetylene process.

Oxygen is also used extensively in lead burning operations, and somewhat in the removal of carbon from the cylinders of automobile engines. Furnace workers, instead of freeing a mass of cast metal of gates and risers by the laborious pounding of sledges in the hands of husky workmen, give a few deft touches of the oxy-acetylene flame and the work is done.

Whenever a prominent man is near death, and his scant breath is reinforced by the use of oxygen, the lay press dwells so upon the fact that the general public gains an exaggerated idea of the employment of this elemental gas for medicinal purposes. It is es-

timated that the scientific consumers of oxygen such as workers in laboratories and mines and hospitals and the physicians who need it in their practice, use only one per cent of the present output.

Sale and Shipment of Oxygen

Oxygen is marketed in steel cylinders which vary in capacity. The two most practical sizes contain 110 and 120 cubic feet of the gas respectively. The usual

practice is to charge these stout steel containers at a pressure of two thousand pounds to the square inch at seventy degrees Fahrenheit. The cylinders are designed to meet all the shipping requirements of the Interstate Commerce Commission and the responsibility for their condition rests with the manufacturers. It is understood by most of the air products companies that the steel cylinder must be emptied and returned within thirty days, otherwise the companies will begin to assess a rental or

really a fine, at the rate of twenty-five cents a week for each cylinder. The containers remain the property of the producers always, and as they are rather expensive the consumer gets good service at a far more moderate cost than he would have were he buying his own.

After the oxygen has been removed from the air, the companies see what they can do in the marketing of the residue. It is the practice, with some variations, first to condense the air until it is liquified and then to distil off the gases as they are required. So far, the air industry has not realized the proud boast of the Chicago meat packers who profess to use all that there is of a pig except the squeal, but it does handle its by-products very economically considering its youth.

Air By-Products

Among the residual gases, for instance is that rare element, neon, which within the last few weeks has come into extensive use for the testing of the ignition in automobiles, a small glass tube of neon is applied to the spark plug and the state of the current is recorded by the depth of the rose colored light which appears at once in the tiny cylinder, provided that there is anything to test. It was only a few years ago that that neon was a laboratory curiosity, and its discovery was referred to in an offhand, almost whimsical way. Now this once rare gas is sold on the market at about \$1 a litre, prices subject to change without notice. A litre of the vapor, that is a little more than a quart of it will fill a hundred or so of the small pocket tubes. The making of the tiny containers themselves, so as to have them hermetically sealed against the entrance of the air is the main item in the cost of manu-

MINING THE AIR

Breaking down the atmosphere into its constituent parts and the sale of these parts for commercial purposes has built up a business in the United States which is reputed to exceed \$20,000,000 annually. Not the manufacture of nitrates from the air, which is a big business in itself, but merely the separation of the oxygen, the nitrogen, and so forth, and sale as such, are included. Of oxygen alone, \$14,000,000 worth is made from air annually, exclusive of that made electrolytically from water. The sale of nitrogen and argon for filling electric light bulbs, of neon for electrical ignition detectors, and helium for balloons, mark the first steps to utilize the by-products of "mining the air" for oxygen.

Although helium is also present in the residue, the quantities are so infinitesimal that it is not practical to take this gas from the atmosphere. Helium may be considered in a way as an air product because it is made in reduction plants, in which certain natural gases found in northern Texas principally are liquified and distilled according to the same technique as that employed in obtaining neon. When Sir William Ramsay got some of it from the air he held it at several thousand dollars the cubic foot, but at the navy plant which has been operated successfully in Texas, it is estimated that it can be made at from twenty to thirty cents a cubic foot. The time will come before long when balloons and dirigibles can be filled with this light and non-inflammable gas, as a substitute for the easily ignited hydrogen which has been productive of so many air casualties both in peace and war.

Next to oxygen, argon is considered the most valuable of the gases taken from the air, because of its use in the filling of the bulbs of incandescent electric lamps. A cubic foot of 90 per cent pure argon costing approximately eighty cents, will fill from two to three hundred of the ordinary electric light bulbs.

Nitrogen can also be obtained by the distillation of the air, merely by stopping off at a certain point, and as such it is largely used in the practically pure state for the filling of the so-called nitrogen lamps. It is quoted in the neighborhood of the same price as oxygen, that is from \$1.25 to \$1.50 a hundred feet. Considerable quantities of nitrogen were made at Nitrate Plant No. 2. at Muscle Shoals during the war, and from it nitric acid and nitrates were obtained. Nitrogen in tanks is also employed for the putting out of oil fires a use which is now increasing.

Within the last few months announcements have been made of the development of a new process of fixation of atmospheric nitrogen. The Allied Chemical & Dye Corporation, is doing very well with this method which is operated at Syracuse, New York, under the management of the Atmospheric Nitrogen Company. The Haber process was used extensively in Germany during the World War for the making of air nitrates as substitutes for the Chilean nitrates which were the basis of gunpowder and high explosives. The explosion of the mammoth works at Appau last year showed that not only the German dye cartel, but also the German fertilizer interests were drawing materials from that repository. With the development of cheap water power in the United States, there is no reason why in the present state of industrial chemistry the manufacture of these products, should not be a trade devoted to "trifles lights as air" but an industry resting on a secure and firm foundation.

Senator McKellar of Tennessee has introduced a resolution for an investigation of the fertilizer industry, alleging a combination to influence Congress against the acceptance of Henry Ford's offer to buy Muscle Shoals.

The steamer Pacifico which touched at San Francisco recently from Valparaiso had on board 400 tons of nitrate for Tacoma and Seattle, Wash., and 250 tons of nitrate for Portland, Oregon.

The piers of the American Creosote Works, on Protection Levee, Jefferson Parish near New Orleans, were destroyed by fire, Feb. 11, with loss of \$100,000.

The Robertson Chemical Co., Norfolk, Va., will rebuild the acid unit of its plant, recently destroyed by fire.

Trade Notes and Personals

W. E. Richardson of the Hord Potash Co., is in Mexico looking after his interests there.

A. C. Harragin, secretary of the American Trona Corp., recently returned from a six weeks' trip to Mexico City.

The technical library of the late Joseph W. Richards, over 5,000 volumes, has been donated to the department of metallurgy of Lehigh University.

E. Roland Harriman, president of the Bob White Chemical Co., is interested in the proposed bridge over the Hudson from Peekskill to Bear Mountain.

The Societe Industrielle du Camphre Synthetique has been incorporated in Paris with a capital stock of 500,000 francs to undertake the manufacture of synthetic camphor.

Dr. A. R. L. Dohme, president of Sharp & Dohme, manufacturing chemists, Baltimore, has been spending several weeks with Mrs. Dohme in Florida, on a winter vacation trip.

P. Samuel Rigney, assistant treasurer of Roessler & Hasslacher Chemical Co., is urging the organization of consumers of water power to protect their interests. He suggests a reorganization of the Water Power League of America.

Fire ruined the main building of the American Aniline Products, Inc., plant at Lock Haven, Pa., on Feb. 1. The fire originated in one of the color grinding mills and destroyed considerable quantities of raw materials and finished dyes. The loss is estimated at \$200,000.

The White Co., manufacturer of paints and varnishes, Baltimore, will build a large paint factory. The structure is to be of brick and concrete, and three stories. The company has just completed a varnish stack. C. M. Stengle is president, Isaac Constans, vice president, and E. A. Constans secretary-treasurer. It has just been incorporated under the laws of Maryland with a capital stock of \$100,000.

S. Suzuki & Co., Inc., importers of Japanese products, who have made their headquarters at 15 Park Row, for several years, will move to Seattle about March 1, where they will continue to handle iodine and potassium salts for the Eastern states. The house has taken up the export business in lumber, wheat, and flour, and finds it an advantage to be on the Pacific Coast. Iida & Co. Ltd., 198 Broadway, New York, will be the temporary New York headquarters.

Foreign trade sharply declined in January. Imports during the month were valued at \$216,000,000 as compared with \$237,482,338 in December and against \$208,796,989 in January, 1921. Exports declined to a total valuation of \$279,000,000 as compared to \$296,215,758 in December and against \$654,271,423 in January, 1921. Total imports for the seven months ended January were \$1,404,558,073 as compared to \$2,542,780,005 for the seven months ended January, 1921. Total exports for the seven months ended January totaled \$2,229,571,981 as compared to \$4,636,303,306 for the seven months ended January, 1921.

What Trade Associations May Do Legally

Attorney General Daugherty, Replying to Questions Submitted By Secretary Hoover, Places Limits on Cost Accounting, and Uniformity of Trade Mark as In the Sale of Cement—Standardization of Products by Grades, Credit Information, Mutual Insurance, Welfare Work and Statistical Information Not Under the Ban Unless Competition Is Suppressed or Prices Enhanced

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 22.—Herbert Hoover, Secretary of Commerce, asked H. M. Daugherty, Attorney General, eleven questions regarding practices in which trade associations may engage lawfully.

The first question reads:

(1) May a trade association provide for its members a standard or uniform system of cost accounting and recommend its use, provided that the costs so arrived at by the uniform method are not furnished by the members to each other or by the members to the association and by the members to each other or by association and by the latter to the individual members?

The Attorney General replied to this question as follows:

"With reference to the first paragraph, there is no apparent objection to a standard system of cost accounting, but I think associations should be warned to guard against uniform cost as to any item of expense. For illustration, a strong effort has been made by some lumber associations to take as a basis for estimating costs of production a uniform charge for stumpage. Of course the cost of the timber in the tree to the different manufacturers who own their timber in the woods greatly varies; and as to each it should be charged at its actual cost. It is as clearly a violation of the law to agree upon the cost of an item that constitutes a substantial part of the total cost price when its cost actually varies, as to agree upon the sales price, because the sales price is substantially affected by such agreement. It has been ascertained that the members of one association go so far as to fix a uniform cost price, leaving to each member to determine what per cent profit he will add, thus eliminating entirely competition in so far as affected by the cost of production."

Secretary Hoover's sixth question was:

"(6) May a trade association in cooperation with its members, engage in cooperative advertising for the promotion of trade of the members of that association engaged in the particular industry; and may the association engage in such form of promotion by furnishing trade labels, designs, and trade marks for the use of its individual members?"

Attorney General Daugherty replied:

"I have serious doubts about the advisability of the latter part of the sixth paragraph. I can see no objection to co-operative advertising designed to extend the markets of the particular article produced or handled by the members of an association, but when the several producers or dealers use uniform trade labels, designs and trade marks it seems to me the inevitable result would be a uniformity of price. Where two competing articles are advertised in precisely the same way and bear exactly the same label or trade mark, it certainly would be difficult for one to be sold at a higher price than the other, although its quality may

be superior. In a way this is illustrated in the cement industry. There a standard of quality has been adopted. That is, it is necessary for all cement to comply with a certain standard, but in practice no manufacturer undertakes to make, or at least no one advertises that he does make, a grade of cement superior to that standard. The result is that there is no competition in the sale of cement so far as quality is concerned. It seems to me therefore that it would be well to eliminate the latter clause in paragraph six, to wit, "and may the association engage in such form of promotion by furnishing trade labels, designs and trade marks for the use of its individual members?"

Secretary Hoover then explained more fully the meaning he intended to convey, saying:

"Your observations regarding the last clause in question (6) in my letter are wholly sound, based on the language of that clause. It was not, however, my idea that each constituent member of a trade association would use a community trade mark on his product, i. e., the same trade mark that was used by every other member of the association, and, therefore, the last clause in that question was unhappily worded. The question really relates to trade promotion through co-operative advertising, in which certain trade slogans are used, such as, 'Made in Grand Rapids,' which was adopted by the furniture manufacturers at that furniture center."

The Attorney General said he could see nothing, illegal in exercising the activities mentioned by the Secretary of Commerce in the other questions, unless "in the actual practice of any of them it shall develop that competition is suppressed, or prices are materially enhanced. This Department must treat such a practice as it treats any other one which is violative of the Anti-Trust Act."

The activities mentioned by Secretary Hoover in his list of questions, omitting No. 1 and No. 6, referred to uniformity in trade terms, standardization of products in different grades, collecting credit information, group insurance, welfare work, co-operation of members in handling legislative questions, co-operation with Federal and State departments of government statistical bureaus, and prices received during the period covered by the statistics.

BEWARE OF FOREIGN AGENCY TRICKS

The Department of Commerce urges exporters to take advantage of the full resources of American banks, credit institutions and Government agencies, particularly the Commercial Intelligence Service and the Commercial Laws Division of the Bureau of Foreign and Domestic Commerce, in connection with inquiries as to agency contracts. Warning is being sent to manufacturers that well authenticated confidential advices received by the Department of Commerce from various sources indicate the recurrence in a virulent form of an old evil which has from time to time imperilled individual interests in the export trade but now seems to be directed against certain exporting industries as a whole.

The means employed are to tie up the American exporter in an agency agreement and to push competing goods of foreign make under the protection of the existing agency arrangement, which bars competition of American goods.

MR. METZ DISCUSSES DYE LICENSING

"The principle of substitution is definitely wrong", according to Col. Herman A. Metz speaking to the Midtown Section of the Lions' Club at the Hotel Martinique, New York, on Thursday last. "If the druggist on the corner substitutes something 'just as good' he is liable to the law, yet the proponents of the dye licensing system would legalize substitutions in dyes. We can all agree that the American dyestuff industry needs protection, but I object strenuously to any form of embargo. What we must have, and what I have advocated all along, is adequate protection for those colors which we can make economically, that will not seriously interfere with securing those which we probably never will be able to make successfully. My belief is that anyone should be able to get what he wants when he wants it if he is willing to pay for it.

"A system of American valuation would certainly protect American makers of tonnage colors such as indigo, chrome black, sulfur black, etc., and at the same time it would leave our textile industry free to bring in those dyes which it cannot obtain here at reasonable prices without making it necessary for them to break through the Chinese Wall of a licensing system. Business should be free from governmental red tape and the dominance of government clerks in Washington. Dyes that cannot be imported in kegs will certainly come in on the fiber, and I believe that we should realize this fact and confine our efforts to a logical protection rather than this monopolistic embargo plan.

"The trouble is that, in the rush to fill the breach in our dye requirements a few years ago, dye plants were built in this country that could supply several times as much dye as we require normally and all this licensing propaganda is simply an effort to save as much as possible of those plants at whatever cost to the country generally."

The Air Reduction Co. Inc., in its statement for the year ended Dec. 31, showed net profits, before Federal taxes, but after interest and reserves, of \$630,524, equivalent to \$4.11 a share earned on the outstanding 153,079 shares of capital stock of no par value. This compared with net profits of \$1,256,490, or \$8.11 a share, earned on the 153,039 shares outstanding in the preceding year. The balance sheet showed cash at \$1,378,451 and accounts receivable \$843,844. Accounts payable amounted to \$133,567.

The Hercules Powder Co has reported net earnings for 1921 of \$820,964, equivalent, after preferred dividends, to \$3.48 a share on the \$7,150,000 common stock, against net earnings of \$492,250, or \$1.02 a share in 1920. Gross income last year was \$16,091,390 against \$20,384,866 in 1920. The surplus after preferred dividends was \$284,934, against \$419,384 in 1920.

The French chemical industry is still passing through a crisis and the shares of leading companies are considerably below the quotations of a year ago, according to reports made to the Department of Commerce, at Washington. but the situation appears to be improving somewhat although business is dull with capital difficult to obtain.

The International Nickel Co. reports, for nine months ended Dec. 31, a deficit of \$641,678 after charges and Federal taxes. In the corresponding period of 1920 net profits were \$2,620,873, which, after preferred dividends, amounted to \$1.33 a share on the \$41,834,000 common stock, of \$25 a share.

Business Brevities

Thomas J. Brady, 1208 Widener Building, Philadelphia, has organized the Liberty Color & Chemical Co.

The National Fire Proofing Co., for the year ended Dec. 31, 1921, reports net income of \$8,833, against \$750,303 in 1920.

The Scientific Utilities Co., Inc., has obtained a judgment for \$1,270.98 against the Empire State Chemical Laboratories.

Leith S. Temperton has been appointed advertising manager of The Norwich Pharmacal Company to succeed W. C. Van Bergen, who has resigned to take up other work. Mr. Temperton has behind him years of successful effort in sales promotion. Previous to joining the staff of the Norwich Company he was Eastern Sales Manager for Wm. R. Warner and Company, Inc., at New York. For a number of years, he was connected with the H. K. Mulford Company.

The Monsanto Chemical Works, St. Louis, is defending a suit brought by Albert J. Meier who claims \$242,990, as commission for negotiating the deal by which the Monsanto Company was able to purchase the Commercial Acid Co., Inc. In a deposition filed by the Monsanto company, William H. Cocke, president of the acid company, says Meier had nothing to do with the transaction. Incidentally Mr. Cocke said that the Monsanto company paid \$2,000,000 for the acid company plant, and that \$50,000 went to C. C. Collins, attorney for the Commercial Acid Co. for arranging the sale.

On Friday, Feb. 17, ten shares of Eastman Kodak stock sold at 665, a drop of 25 points, compared with the last previous sale. Stock-holders of the company at the annual meeting on April 4 will be asked to vote on the recently announced plan of the Directors to split up the present stock and issues ten shares of the new stock to be created in exchange for one share of the present stock. It is also planned to change the by-laws so that preferred stockholders will be entitled to vote and that each holder of ten shares of the new stock will also be entitled to one vote. The new stock has been traded in on a when issued basis on the Curb market for some time.

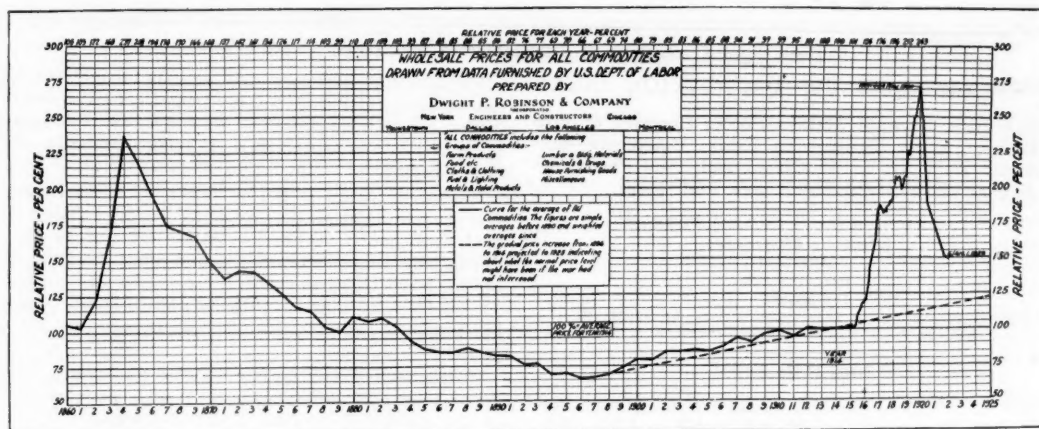
Patents

Copies of patents may be obtained as follows: United States, 10 cents each; send to United States Patent Office, Washington, D. C.; French, one franc; send to M. M. Bellin et Cie, 56 Rue des Francs-Bourgeois, Paris, for patents of the years 1902-1907, and to L'Imprimerie Nationale, 88 Rue Vieille du Temple, Paris, for patents of later date. German, one mark; send to Patent Office, Berlin. British, eight pence; send to Patent Office, London. Postage must be sent for British patents. Stamps are not accepted in payment for U. S. patents. In ordering patents, the number, name of patentee and subject of invention must be stated.

Granted January 31, 1922.

- 1,405,054.—Almer McD. McAfee, Port Arthur, Texas. Manufacture of gasoline.
- 1,405,183.—Louis Burgess, New York, N. Y. A process for the production of anhydrous aluminum chloride.
- 1,405,228.—Philip Adolph Koher, Albany, N. Y. A process of making primary arsenic acid.
- 1,405,261.—Carlo Oscar Benedetti, Albert P. Vanselow, and Waldemar Vanselow, Syracuse, N. Y. A process for the production of aromatic aldehydes and their substitution derivatives.
- 1,405,371.—Solomon Weinberg, Philadelphia, Pa. A process of producing potassium ferrocyanide, potassium cyanide, potassium carbonate and related products.

Civil War Deflation and the Present



Comparison of General Commodity Price Movements Then and To-day by Graphic Chart—Values Still Generally About 45 Per Cent Above 1914

The accompanying chart has been issued by Dwight P. Robinson & Co., engineers, who built the fertilizer mixing and storage building and acid plant of the Armour Fertilizer Works, and the new plant of Procter & Gamble at Dallas, Tex. The movement of prices generally following the Civil War, a twenty year period of gradual deflation, is exactly what we have to look forward to for the next few years, according to some authorities. Chemicals and drugs are included

in the general average. The fluctuations in values have been calculated on a percentage basis with the levels of 1914 taken as a hundred per cent. This differs from the method used by DRUG & CHEMICAL MARKETS in determining price curves where simple averages of prices for quantities usually sold are averaged directly without figuring on a percentage basis.

Chemicals and drugs according to Robinson & Co.'s figures were 188 in December, 1920, but by December, 1921, had dropped to a point at 161, which means about 61 per cent over 1914. This is close to double the estimate of DRUG & CHEMICAL MARKETS figures based on 120 items.

QUOTATIONS ON CHEMICAL STOCKS

Bid	Asked	Bid	Asked
Air Reduction	53	54	
*Allied Chem. & D.	57	58	
*Allied Ch. & D., pf.103		103 1/2	
Am. Ag. Ch.	34	35	
*Am. Ag. Ch., pf.	57	58	
Am. Chicle	7	8	
Am. Chicle, pf.	35	40	
*Am. Cot. Oil.	21 1/2	22	
*Am. Cot. Oil, pf.	43	45	
Am. Cyan.	15	20	
*Am. Cyan., pf.	35	45	
*Am. Druggists S.	5 1/2	6	
Am. Glue	40	45	
Am. Glue, pf.	65	70	
*Am. Linseed	32 1/2	33	
*Am. Linseed, pf.	57	58	
*Am. Malt	12	13	
*Am. Zinc	13 1/2	14	
*Amer. Zinc, pf.	37	38	
Atlas Powder, pf.	114	119	
British Am. Chem.	1		
Rv. Prod. Co.	57	65	
Carborundum	135	135 1/2	
Carborundum, pf.	115 1/2	116	
Casein Co.	30	45	
Celluloid Co.	104	104 1/2	
Celluloid Co., pf.	106	106 1/2	
Ches. Mfg.	185	195	
Ches. Mfg., pf.	108	112	
*Corn Products, pf.	102 1/2	104	
*Corn Products, pf.	102 1/2	104	
*Davison Chem.	59	59 1/2	
Dow Chem.	200		
Dow Ch., pf.	103		
Du Pont	88	92	
Du Pont, pf.	69	71	
Du Pont Chem.	9	9 1/2	
*Freepot. Tex. Sul. 13 1/2		14	
*Freepot. Tex. Sul. pf. 91		93	
Grasselli	130		
Grasselli, pf.	90	95	
Hercules, Powder	150	160	
Hercules, Powd., pf. 84		97	
Heyden Chem.	1	1 1/2	

*Listed on New York Stock Exchange

The Atlas Powder Co. has declared a quarterly dividend of 3% on the common stock, payable March 10, books close Feb. 28 and reopen March 10.

New Incorporations

Dodge Chemical Co., Boston, capital \$50,000. Clara F. Dodge, George B. Dodge, 2nd, Walter B. Dodge, Arlington B. Parker, Albert N. Lockhart, all of Boston; Bertha D. Redonnet, Mt. Vernon, Me.

Eastern Chemical Co., Dover, Del., capital \$250,000. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

Merchants Chemical Co., Indianapolis, Ind., capital \$5,000. Heavy Chemicals. D. T. Warren, Indianapolis.

Narco Chemical Co., Flint, Mich., capital \$10,000. To manufacture alkalis. Clyde Newman, Lee L. Martin, H. Martin, Genesee Bank Building, Flint.

Harmone Chemical Corp., East Orange, N. J., capital \$50,000. Arthur L. Walsh, Joseph F. McCoy, Harold L. Lyman, 331 Main street, East Orange.

E. W. Jeffress, Inc., Detroit, Mich., capital \$10,000. To manufacture chemicals. J. G. Hamblen, Jr., E. W. and M. M. Jeffress, 1350 East Jefferson ave., Detroit.

Farmers Fertilizer Co., Sumter, S. C., capital \$10,000. H. J. Harby, H. W. Harby, J. H. Guthrie.

Ingersoll Products Co., Newark, N. J., capital 500 shares of stock, no par value. Oil products. J. S. Leichter, H. T. Maloney, Palmer Bradner, Kinney Building, Newark.

International Chemical Products Co., San Fernando, Cal., capital \$250,000. H. J. Poppelman, Arthur G. and Bernard A. Munn.

Zura, Inc., Chicago, capital \$50,000. To manufacture chemicals. Joseph B. Duncan, E. C. Auld, William B. Ziff, 608 South Dearborn street, Chicago.

Archer Phosphate Development Co., Archer, Fla., capital \$75,000. W. F. Walker, S. G. Moyers, E. N. Morrow, Archer.

Travis Cottonseed Products Co., Austin, Tex., capital \$50,000. E. H. Perry, D. G. Reed, Oscar Robinson.

The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 479-480

SOME SALES BELOW PRODUCTION COSTS

Competition Between Makers Forces Business at Low Prices, In the Struggle to Retain Customers—Sulfanilic Acid, U. S. P. Cresol and Para-Phenylenediamine Lower—Crudes Scarce and Firm

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

Phenol, $\frac{1}{2}$ c lb.

Declined

Acid Sulfanilic, 2c lb.
Cresol, U.S.P., 2c lb.

m-Nitro-p-toluidine, 25c lb.
p-Phenylenediamine, 10c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. gal.	\$.29	\$.29	\$.29	\$.30
Naphthalene, flake lb.	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.09
Phenol lb.	.11 $\frac{1}{2}$	.11	.11	.09
Xylene, 10 degrees gal.	.35	.35	.35	.45
Toluene, pure gal.	.30	.30	.30	.30
Aniline Oil lb.	.16	.16 $\frac{1}{2}$	.16 $\frac{1}{2}$	.20
Benzaldehyde lb.	.45	.45	.45	.45
Betanaphthol, dist. lb.	.28	.28	.30	.35
Paranitroaniline lb.	.77	.77	.77	.90
o-Toluidine lb.	.20	.20	.20	.27
Average	0.298	0.298	0.300	0.341

Trading in intermediates and dyes remains strictly limited to scattered small lots. Sizable business comes through occasionally but is decidedly the exception to the general buying rule. Prices are no more firm than recently reported, although efforts to force firmness are noted in some directions. In the face of the present condition of things such individual efforts as are being made are having little effect. Repeated reports of "outside" holders and resellers offering stocks at low prices are being used by some firms in the trade in an effort to shift the responsibility for their own defections in matters of price and the disorganization that results in probably worse than would be brought about by openly naming without reserve the lowest prices at which they will sell. Competition between makers in matters of price is forcing some sales through at prices which are said to be below production costs, and there is a decided tendency among makers to side-step quantity business for this reason. Rumors of reciprocal agreements between makers on certain items have brought out emphatic denials and protests from those said to have been involved.

Price movements have generally been made in private agreements covering particular sales and few announcements of changes have been made. Sulfanilic acid is quoted lower by makers. Meta-nitro-para-toluidine is quoted lower. Para-phenylenediamine is offered lower by makers. Makers' prices on U. S. P. cresol have been reduced. The crudes generally are firm on scarcity. Phenol in the spot market is very tight and reports of higher prices are heard.

Coal Tar Crudes

Benzene—Refiners are holding prices steady at recent levels on a continued tightness in supplies. Pure benzene is quoted at 29c @ 34c per gallon, and 90%, at 27c@32c in tank cars and drums. Demand is fair.

Cresol—U. S. P. cresol has been reduced by makers and is now quoted at 12c @ 15c per pound according to quantity.

Naphthalene—Refiners are holding firmly to their quoted prices of 7 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c per pound for flake and 8 $\frac{1}{2}$ c@9 $\frac{1}{2}$ c for balls according to quantity. Outside lots are to be had as low as 6 $\frac{1}{4}$ c@7c per pound for flake. Business has been of limited proportions.

Phenol—Supplies in the outside market are becoming scarcer and holders are unwilling to offer below 11 $\frac{1}{2}$ cents per pound. White crystals were not to be had during the week below 12 $\frac{1}{2}$ c and some holders asked up to 14c. Government surplus stocks are steady at 12c @ 17c according to quantity and packing. Refiners of "natural" phenol are offering at 15c @ 16c per pound.

Toluene—Refiners' prices remain unchanged in the face of scarcity of supplies and slow demand at 30c @ 35c per gallon in tank cars and drums.

Intermediates

Acid 1, 2, 4—Makers' prices are unchanged at 80c @ 85c per pound.

Acid, Chloroacetic—Makers are naming 38c@40c per pound on very limited demand.

Acid, Gamma—One maker quotes as high as \$2.50 per pound and prefers to lose business than to meet competition. Others are quoting \$2.00 @ \$2.25 per pound but are selling at \$1.90 when business is offered.

Acid, H—Reports of a reciprocal agreement between two of the intermediate manufacturers on H acid and benzidine are emphatically denied. Prices on H remain unchanged at a quoted level of 90c@\$1.00 per pound.

Acid, Monosulfonic F—Makers' prices are holding at \$2.30 per pound but little business is being done at this level.

Acid, Neville & Winther's—Consumers report that they have been able to shade the makers' quoted price of \$1.30 per pound very considerably.

Aid, Sulfanilic—Makers are quoting lower following a period of shading and 24c @ 26c per pound is now named.

Acid, Tobias—Makers are naming \$1.60 @ \$1.65 per pound according to quantity.

Alpha-naphthylamine—Reports of low priced offers from makers have failed of confirmation and it is very doubtful if 30c per pound can be shaded except in exceptional cases of large lots or distressed resale stuff which is not at all plentiful.

Aniline Oil—Makers are naming as low as 16c for lots of a few drums here and within easy trucking distance of plants. Others quote as high as 17c per pound but there is some question as to the amount of business which they are putting through at this figure. Contract business can be done below these levels.

Aniline Salt—Prices were made recently as low as 20c per pound for export shipment and there is little doubt that this figure can be duplicated where orders call for sufficient quantities. One maker is quoting 24c as his bottom price however and doubts very seriously whether the low figure can be done; at the same time admitting that he is not getting his share of the business.

Benzidine Base—Prices are named at 90c@\$1.00 per

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DRUG & CHEMICAL MARKETS

pound but there is reason to believe that 85c can be done on actual business.

Beta-naphthol—Makers are in agreement at 28c @ 30c per pound according to quantity. Business has been going forward in limited quantity and no heavy orders have been in the market to test the actual bottom recently.

Dimethylaniline—Prices of 38c @ 40c per pound are named by makers on a fair amount of business.

Meta-nitro-para-toluidine—Makers have reduced their prices on slow demand to \$2.25 @ \$2.50 per pound according to quantity.

Para-nitroaniline—Makers are quite firm at 77c @ 79c per pound on limited demand.

Para-phenylenediamine—Makers are quoting lower at \$1.50 @ \$1.60 per pound according to quantity following a period of shading.

Para-toluidine—There is one maker who still holds for \$1.25 per pound, but others are willing to do \$1.00 quite freely.

STARCH ACTIVE AND HIGHER

Prices on Dextrins and Starches Advancing on Improved Demand—Buyers Enter Orders More Freely—Sago and Tapioca Flours Unchanged.

Business in starches and dextrins has been improving rapidly during recent weeks and prices have been advanced on the strength of the improved demand. British gum, dextrin and starch are higher.

British Gum—Recent advances in price on improved demand have placed the present market at \$3.19 @ \$3.47 per hundred in carlots and less in bags.

Dextrin—White and yellow corn dextrins are quoted at \$2.89 @ \$3.17 per hundred in carlots and less. Demand has shown considerable improvement and the present level is firmly held with an advancing tendency. Potato dextrin is firm at 8c @ 8½c per pound although somewhat less active than the corn product.

Sago Flour—Prices are steady at 3½c @ 3¾c per pound according to quantity.

Starch—Powdered corn starch is quoted higher at \$2.32 @ \$2.60 per hundred in bags in carlots and less according to quantity, and pearl starch is firm at \$2.22 @ \$2.50 per hundred on the same basis. Imported duty paid potato starch is quoted at 6¼c @ 6¾c per pound against 5¼c @ 5½c per pound for domestic.

Tapioca Flour—Prices are unchanged but firm at 2½c @ 4½c per pound according to quantity and quality.

NATIONAL ANILINE ISSUES COLOR CARD

Another novelty in the way of shade cards has been produced by the National Aniline & Chemical Company, Inc. This is a three leaved folder entitled "Mode Shades for Ladies' Dress Goods."

In the whole range of color terminology the question of "mode" shades is probably the least understood. These generally comprise those delicate nuances of color which are only obtainable by experts and judicious use of combinations. The possibilities in this direction are limitless, and modern woman is no longer satisfied with the pronounced results of the primary and secondary colors.

The National Aniline & Chemical Company, Inc., recognizing this tendency offers a shade card containing a palette of seven standard "National" dyes, and accompanying this are forty-eight combination mode shades produced by the use of the colors on this palette. These cover a wide range from the delicate corn and straw yellows up to the bloomy russetts and navys.

DYE LOBBY HEARING NOW IN PROGRESS

Senator King Names Officials Whom He Says Should Be Questioned—Senator Frelinghuysen and Frederick R. Coudert Take Up the Question of Imports and German Efforts to Control the American Market.

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 21. — Senators Reed and Ernst, members of the sub-committee to investigate the alleged dye lobby, refused to serve when the committee met on Monday. Senator Reed said he was too busy on other matters, and Senator Ernst said he had learned that the law firm of which he is a partner was retained as counsel by the Grasselli Chemical Co., of Cleveland. The committee meeting was adjourned until 2 o'clock, when Senator Shortridge, chairman of the body, announced that Senators Ashurst, Arizona, and Sterling, South Dakota, had been chosen to fill the vacancies. The hearings in the afternoon were taken up by opening statements of Senators King, Frelinghuysen, and Frederick R. Coudert, counsel for the Textile Alliance.

Senator King, in his statement, denounced leading dye manufacturers of the United States and requested the committee to subpoena many of the more prominent dye men, and the officers of association, companies and Government departments, ordering them to bring documents, letters, accounts and files before the committee, which, if his suggestions were carried out, would necessitate an inquiry lasting over several months.

The Utah Senator named thirty-odd persons as able to give testimony. Among those who should be called, he said, were officials of the American Dyes Institute, the Chemical Foundation, the E. I. du Pont de Nemours Company, the National Aniline and Chemical Company, the Textile Alliance, the Allied Chemical Company and the Synthetic Organic Chemical Manufacturers' Association.

The Senator suggested that the committee call Brig. Gen. Fries of the Chemical Warfare Service, officials of the National Research Council, former officers of the War Trade Board and the Alien Property Custodian's office, officials of the War and State Departments, who had to do with the handling of the shipments of reparation dyes, Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce, and Thomas O. Marvin of the Tariff Commission.

Senator Frelinghuysen said that if improper methods have been employed by the dye makers, they must be disclosed, the status of the American dye industry must be shown with a view to recommending the remedial legislation, if any is needed, and there should be an "exposure" of the methods used by importers in obtaining their supply and in the distribution of the German dyes and chemicals.

These points, the New Jersey Senator declared, should develop all the facts the committee requires, and they would reveal, he added, how keenly the Germans were reaching out to obtain a dominance in the American dye market. The German trust, he declared, was near to clinching its grip on the American business.

F. R. Coudert, counsel for the Textile Alliance, called the attention of the committee to what he regards as the dangers of German competition. He protested against the abrogation by the State Department of the arrangement by which the Textile Alliance was receiving and disposing of the German reparation dyes, and assured the committee that his organization, or any of its officers, were ready to appear voluntarily and bring all their records to facilitate the inquiry.

The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 470-472

IODINE AND IODIDES ADVANCED

Higher Cost Crude Iodine on Rise in Sterling—Medicinal Chemicals Still Spotty With Shading Preventing Continued Stability—Quicksilver Firmer—Tartaric Position Better

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Ammonium Iodide, 30c lb.	Iodine, Resubl., 25c lb.
Arsenous Iodide, 60c lb.	Iodoform, Pd., 25c lb.
Cadmium Iodide, 25c lb.	Iron Iodide, 30c lb.
Calcium Iodide, 25c lb.	Mercury, \$1 flask
Potass. Iodide, 25c lb.	Sodium Iodide, 25c lb.
	Strontium Iodide, 25c lb.
Declined	
Cod Liver Oil, Norg., \$1 bbl.	Cresol, 3c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid	\$33	\$33	\$33	\$40
Acid Citric, resellers .....	.44	.44	.43	.45
Caffeine, Alkaloid	3.75	3.75	4.00	6.00
Calomel, American .....	.88	.88	.82	1.00
Camphor, Jap., ref. ....	.93	.93	.95	.80
Iodine, Resublimed	4.05	3.80	3.80	4.00
Menthol	5.25	5.25	5.25	4.40
Morphine Sulfate	4.80	4.80	4.80	5.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.47
Quinine Sulfate, Import .....	.58	.58	.58	.65
Sodium Salicylate .....	.30	.30	.30	.33
Strychnine Sulfate .....	.88	.88	1.05	1.55
Average	1.86	1.84	1.87	2.19

The medicinal chemical situation has not changed basically during the week. A large number of strong spots in the market is indicated, but underselling and price cutting are still being indulged in freely, much to the detriment of attempts to stabilize the position of values. Buyers with very few exceptions show little disposition to abandon their policy of conservatism. They welcome lower prices, as is natural, but at the same time prove their complete lack of confidence in the market by still refusing to come in for little beyond immediate routine needs. Numerous items are selling below cost, which on the face of things, shows an artificial situation that can be adjusted in only one way,—higher prices or elimination of some factors in the producing business. Price cutting and its effects can not continue indefinitely.

The recent boom in sterling exchange and higher cost of crude iodine were reflected last week in a sharp advance by American manufacturers in resublimed iodine, iodoform, and the iodides. A rise in tincture iodine followed shortly thereafter. The position of quicksilver is firmer here. Tartaric acid and cream tartar have stiffened up on advanced shipment cost. Citric is maintained steadily at the recent slightly higher level for imported goods, with shipment price still up. Cod liver oil is softer and prices have been shaded.

Acetanilid—The source of supply at 29c is now asking 32c a pound inside for U. S. P. acetanilid in barrels. Demand has shown a material increase of late. Manufacturers openly quote 32c basis barrels.

Acetphenetidin—The manufacturer reports an active seasonal demand. No resale goods. Maker quotes \$1.65 a pound basis 100 pound lots.

Acid Acetylsalicylic—Moving in good bulk. Manufacturers at 80c a pound basis 100 pound lots unchanged. Resale goods down to 70c in small lots.

Acid Citric—Still selling freely at 44c a pound for spot imported kegs with a tendency for prices to rise. Quotations for shipment are 41c c. i. f. with the possibility of higher figures as warm weather approaches, according to advices from Italy. Large stocks are reported to have been quietly taken out of the market during the past three weeks by several American consumers. American manufacturers adhere to 45c for crystals in barrels.

Acid Salicylic—U. S. P. acid in 100 pound lots as to manufacturer, named at 24c and 26c a pound. Resale goods getting what business is passing in a limited way at 22c.

Acid Tartaric—Firmer position for shipment and a better inquiry on spot from some consuming quarters, have tended to stiffen tartaric and cream tartar. Imported goods are still selling at 24c@26c a pound for U. S. P. as to seller and quantity. Domestic acid still 30c. Cream tartar at 23c@24c with American unchanged at 26½c.

Alcohol—Both wood and denatured alcohols continue weak. The former is named at 55c for 95 in barrels, 60c@62c for 97, and 75c for methanol. Denatured at 35c for spot No. 5 in barrels and 34c for No. 6. Demand shows little evidence of moving out of the slump.

Bromides—Show little change, but the situation seems to indicate a somewhat firmer undertone. Former quoters at 13c for spot potash bromide, now state 14c is their price. Sodium at 15c ammonium 16c spot imported goods. American makers very quiet at 19c for potash, 20c for sodium, and 28c for ammonium.

Caffeine—Demand routine but improving very slowly according to reports. Low prices have brought out some buying. Held at \$3.75@\$4.00 a pound for alkaloid as to seller and quantity.

Camphor—Quiet and somewhat easier at 93c@95c a pound for spot Japanese slabs in cases. Recent heavy imports are being taken up steadily by a good demand. Tablets in active seasonal request at 98c@\$1.00 for Japanese. American refiners at 96c basis for bulk gum in barrels. Tablets to \$1.02 for 32s.

Cocoa Butter—Although most imports, which have been quite heavy during the week past, are sold for arrival, a slightly easier tone is noted in the market here. Bulk bales at 34c. Fingers, cakes, etc., as to size, packing, wrapping at 35½c@40½c.

Cod Liver Oil—Pressure has softened prices. Some holders are anxious to unload and sales have been reported at \$18.00 a barrel for spot Norwegian oil this week. Generally quoted at \$19.00@\$20.00. Demand slower.

Cresol—Manufacturers have reduced their quotations for U. S. P. cresol to a basis of 12c a pound in drums ranging to 15c for less.

Glycerin—Steady but in limited demand from consuming quarters. C. P. unchanged at 16½c in drums, 17½c@18c for cans.

Hexamethylene—Makers' goods only available now at an inside of 70c a pound here, cheap resale lots having been cleaned out.

Iodine—Resublimed iodine has been advanced 25c by makers to a basis of \$4.05 a pound in five pound lots owing to the recent rise in sterling exchange and consequent higher cost of crude iodine. Tincture iodine has been advanced proportionately by makers and is now at \$4.00 a gallon for barrels and \$4.10 for kegs and carboys.

Iodides—All iodides have been advanced owing to higher cost of crude iodine also. The new basis is as follows: Potassium iodide, 50 pound lots, \$3.15; sodium iodide, 25 pound lots, \$3.65; strontium, 5 pound lots, \$3.50; ammonium, \$4.85; arsenic, \$6.10; cadmium, \$4.20; calcium, \$4.20, iodoform, powder in 5 pound lots, \$5.00; sulfur iodide, \$3.95; zinc, \$4.00.

Mercury—The position of spot quicksilver has tightened up during the week. Sales of spot metal at \$48.00 a flask a week or so ago could not be duplicated this week, \$49.00 appearing best here. Demand quiet and spot stocks well held.

Quinine—Moving steadily in small lots at 59c an ounce for Japanese sulfate 100s on spot. Larger quantities understood to be still available at 58c per ounce. American manufacturers unchanged here at 60c an ounce in hundred ounce tins.

F. STEARNS & CO.'S ANNUAL MEETING

Detroit, Feb. 17.—At the annual meeting of the stockholders of Frederick Stearns & Company, held February 1, President Willard Ohliger reported earnings for the year 1921 as being very satisfactory. The financial condition of the company was excellent, the ratio of current assets to current liabilities being about fifteen to one.

The directors elected are: Frederick K. Stearns, Willard Ohliger, Frederick S. Stearns, David M. Gray, Standish Backus, Earl Warner, H. M. Avery, J. R. Worden, J. C. White, C. M. McClure. Officers re-elected are: Frederick K. Stearns, Chairman of the Board; Willard Ohliger, President and General Manager; Frederick S. Stearns, Vice-President and Treasurer; David M. Gray, Second Vice-President and Secretary; Earl Warner, Assistant Treasurer; M. Graham, Auditor.

A Treasury decision providing for the amendment of regulations for further extension of the use of denatured alcohol in the manufacture of internal preparations which were drawn up some time ago by the Solicitor of the Bureau of Internal Revenue are now before the Secretary of the Treasury for his action. It is understood that the Solicitor held that special denatured alcohol could be used for internal preparations in a similar manner as provided for in a recent decision for the use of this alcohol for external uses.

General Appraiser Brown decided that ginseng was dutiable under paragraph 27 of the Tariff Act of 1913, at 10 per cent ad valorem, on the protest of Dan Sang Tong against the assessment of duty by Collector of Customs at San Francisco, who classified it under paragraph 17, at 20 per cent ad valorem.

Plans for a one-story brick and concrete factory for Gilpin, Langdon & Co., drug millers of Baltimore, have been filed. The structure will cost about \$37,000.

DRUGGISTS' SYNDICATE LOSS \$883,568

The American Druggists' Syndicate reports a loss of \$883,568 for 1921, after deducting all expenses and allowing for adjustment of inventory account. In 1920 the company reported net profits of \$186,528 or 27 cents a share. On Dec. 31, 1921, the report shows a profit and loss deficit of \$603,215 against a profit and loss surplus of \$288,045 at the close of 1920.

C. H. Goddard, President of the company, in his remarks to stockholders, said in part:

"The substantial depletion in our surplus and asset position was, of course, largely due to inventory shrinkage, as explained in my former report, but every indication now points to a gradual return to normal conditions.

"The depreciation on our buildings, together with the expense of national advertising which we are just commencing to get the benefit of but which we have not capitalized, would more than equal the loss shown for the last six months. A conservative reappraisal of our real estate at this time would, I feel certain, if added to our capital asset, more than restore our surplus position to where it was in 1920.

"The principal part of the loss in the last six months occurred in July, August and September. The last three months of the year showed a slight improvement and the December, 1921, sales exceeded those of the corresponding month of the previous year by a considerable amount, while January sales this year not only were larger than the January, 1921, sales but surpassed December."

NEW DRUG BILL FOR MARYLAND

(Special to DRUG & CHEMICAL MARKETS)

Baltimore, Feb. 21.—The enforcement of the State Narcotic law is transferred from the Maryland State Board of Pharmacy to the State Board of Health by a bill introduced in the Maryland Legislature by Senator Jones, of Montgomery county. The position of Deputy Food and Drug Commissioner is created to aid the Commissioner in the work of making the law effective. It is the professed purpose of the sponsors of the measure to strengthen the enforcement of the State drug law, this being the reason advanced by Dr. John S. Fulton, secretary of the State Board of Health, for the change.

The bill provides that either the State Food and Drug Commissioner or the deputy shall be an experienced certified pharmacist, and that the deputy shall devote himself entirely to the supervision of the drug and food law.

The board of canvassers of the American Pharmaceutical Association has announced the results of the recent election of the association as follows: President, Julius A. Koch, Bluff and Pride sts. Pittsburgh; first vice president, E. N. Gathercoal, No. 701 S. Wood st., Chicago; second vice president, Lyman F. Kebler, Bureau of Chemistry, Washington, D. C.; third vice president, Clyde L. Eddy, New York. Members of the council: Charles E. Caspari, St. Louis; Samuel L. Hilton, Washington; Wilbur L. Scoville, Detroit. These officers will be installed at the Cleveland convention of the association, during the week of Aug. 14.

Isaac E. Emerson, who bought the plant of the American Bromine Co., Midland, Mich., for \$26,000, last week, was the largest stock holder in the company. The works have been shut down for a year.

The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 474-475

PRUSSIATES HIGHER ON RISING EXCHANGE

Ammonium Sulfate for Export Advanced, Owing to Scarcity—Importers Asking Higher Prices for Sodium Nitrate—Arsenic Firm on Spot, But Inactive—The Alkalis Weak

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Ammonium Sulfate, 15c cwt.	Soda Prussiate $\frac{1}{2}$ c lb
Declined	
Acid Oxalic $\frac{1}{2}$ c lb	

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial.....lb.	\$0.09	\$0.09	\$0.09	\$0.09
Sulfuric Acid, 66 deg.....ton	16.00	16.00	16.00	20.00
Bleaching Powder Works.....100 lbs.	2.00	2.00	2.25	2.75
Copper Sulfate.....100 lbs.	5.55	5.55	5.55	5.25
Potash, Caustic.....100 lbs.	.05 $\frac{1}{2}$	.05 $\frac{1}{2}$	.06	.10 $\frac{1}{2}$
Saltpetre, gran.....lb.	.07 $\frac{3}{4}$	.07 $\frac{3}{4}$	.07 $\frac{3}{4}$	.09 $\frac{1}{4}$
Soda Ash, 58 p.c.....100lbs.	1.65	1.65	1.75	2.10
Caustic Soda, 76 p.c.....100lbs	3.30	3.30	3.60	3.70
Potassium Bichromate.....lb.	.10	.10	.10	.13 $\frac{1}{4}$
Average	3.220	3.220	3.285	3.818

Heavy chemical business is reported better in some quarters while others find orders scattering and business unsatisfactory. It seems evident that the total business passing is increasing, but the tendency on the part of buyers to split orders and spread their business as far as possible has prevented as great a show as might have been made by concentration of business. The extremely bearish attitude of buyers coupled with the nervousness of sellers in matters of price has discouraged optimism and has prevented buying for advance requirements. Imported materials have interfered in many cases with the improvement in business but the advancing trend of foreign exchange has discounted this factor to a marked extent in some few items. The prospect is still highly uncertain here as in all lines of business and it will be absolutely necessary that prices be stabilized in some way before the expected era of prosperity can become actuality.

Prices generally are unchanged from their former weak positions and there are few cases in which manufacturers would refuse to make favorable terms to a buyer of any considerable quantity. In sharp contrast to the general weakness of the market the prussiates and nitrogenous fertilizers stand out as stronger. Soda prussiate is higher and very scarce on advancing foreign exchange. Potash prussiates are practically unobtainable at the nominal prices now quoted. Ammonium sulfate is higher for export on a current stringent scarcity and makers are unable to offer for the time being at their works. Sodium nitrate futures have been advanced by importers, but spot business has been slow to follow the advance. Arsenic is very firm but hardly as active as report would have it. Oxalic acid has been reduced. The alkalis continue weak under pressure to sell from some makers, and in spite of reported activity in the export market.

Acid, Acetic—Prices are unchanged on sluggish demand. The basis is \$2.50 per hundred for 28 per cent in carlots of barrels and this is subject to shading in some cases. Glacial acetic is quoted unchanged at 9c @10c per pound according to quantity.

Acid, Mixed—The makers' price basis remains firm at 8c@8 $\frac{3}{4}$ c per unit of nitric according to strength and quantity and it has been found difficult to shade this basis. Sulfuric in mixed is quoted at 1c per unit. Demand has been fair but few large orders have come in.

Acid, Muriatic—The quoted price basis of \$1.25 per hundred for 20° acid in carlots of carboys is somewhat above the level at which business can be done, but seems to represent a fair price for distilled acid. The electrolytic grade is subject to decided shading where business is offered. The situation is very uncertain under the circumstances and there is little prospect of an agreement being reached until a much larger volume of business can be done.

Acid, Oxalic—Prices on oxalic acid are easier on competition between makers and 13c can be done easily. Reports are heard of 12 $\frac{1}{2}$ c prices which lack definite confirmation but which are not out of line with the general situation. Spot business up to 14 $\frac{1}{4}$ c per pound has been done for small lots. Makers report business very slow and scattered.

Acid, Sulfuric—Makers' prices are unchanged on very slow demand. The 60° strength is named at \$10.00 per ton in tank cars at works and the 66° at \$16.00 on the same basis.

Alum—Ammonia alum is in control of the domestic makers on a basis of 3 $\frac{1}{2}$ c@3 $\frac{3}{4}$ c per pound for lump. Importers are unable to compete for the time being. Potash alum is quoted freely by importers on a basis of 3c@3 $\frac{1}{2}$ c per pound for lump against a makers' price of 5c@5 $\frac{1}{2}$ c per pound. Ammonia chrome alum is quoted at 7 $\frac{1}{2}$ c@8c per pound and potash chrome alum, at 6c@7c per pound. Ground soda alum is quoted by makers at 3 $\frac{1}{2}$ c@4c per pound.

Aluminum Sulfate—Makers are holding their prices at 2 $\frac{1}{2}$ c@3c per pound for iron free and \$1.60@2.00 per hundred for commercial. Importers are having difficulty in competing at 2 $\frac{1}{4}$ c@2 $\frac{1}{2}$ c per pound for iron free.

Ammonium Sulfate—Prices for export have been advancing recently on a scarcity of supplies. It is difficult to do better than \$2.90 per hundred f. a. s. although \$2.75 has been done during the week. Makers are unable to offer at present for shipment from works.

Arsenic—Prices remain at 7c@7 $\frac{1}{2}$ c per pound according to seller and are very firm at this level in spite of efforts of various speculative interests to force higher figures. Makers are able to do 7c in good quantity still. Actual buying has failed to live up to expectations.

Carbon Bisulfide—Rumors of low priced sales lack definite confirmation. Makers quote 6c@7c per pound according to quantity.

Carbon Tetrachloride—Imported lots are offered below the makers' market as low as 9 $\frac{1}{2}$ c per pound and makers are refusing to meet this cut except in unusual cases. The quantities offered at this level are said to be small and in the meantime first hand quotations are held at 10 $\frac{1}{2}$ c@12c per pound according to quantity.

Magnesium Sulfate—Importers are offering at \$1.00 per hundred for technical and 90c can be done. Makers

name \$1.85 per hundred; imported U. S. P. is offered at \$1.70 per hundred ex-store.

Potash, Caustic—Importers state that they are unable to replace stocks at present spot prices on 5½c per pound. Makers name 8c but are willing to shade this somewhat for actual business.

Potassium Carbonate—This material is a little more active and prices are firmer with 80-85 per cent calcined at 4½c@5c and 96-98 per cent at 6c@10c per pound.

Potash Prussiate—Red prussiate is still very scarce and the price named, 55c@70c per pound, is entirely nominal for uncertain shipment from abroad. Yellow prussiate is very firm at 25c@26c per pound on small stocks here.

Soda Ash—Prices are still very soft where actual business is in sight and competition between makers is keen. Spot prices are quoted at \$1.65@\$1.70 per hundred in bags against a makers' price of \$1.30@\$1.35 per hundred basis 48 per cent f. o. b. works.

Soda, Caustic—Offers are rumored as low as \$2.40 per hundred basis 60 per cent delivered New York but these offers are said to come from outside makers. The leading makers name \$2.50@\$2.60 per hundred basis 60 per cent f. o. b. works. Spot prices are named at \$3.30 per hundred with f. a. s. delivery in March quoted as low as \$3.20 per hundred.

Sodium Fluoride—Importers are doing 9c@10c per pound and makers are meeting this competition.

Sodium Nitrate—Futures have been advanced to \$2.45 per hundred. Spot business has been done during the week at \$2.35 per hundred.

Sodium Nitrite—Prices are named at 7¼c@7½c per pound on the spot.

Soda Prussiate—Yellow prussiate is much firmer on advancing foreign exchange and it is doubtful if better than 18¼c@18½c per pound can be done here. Sales have been made during the week below the 18c level but it is doubtful if these can be duplicated now.

Metals

Antimony—No change has been made in the current prices on antimony at \$4.45@\$4.70 per hundred according to quantity.

Copper—Prices are easier at 13¼c@13½c per pound for electrolytic and lake copper and 12¾c for casting grade.

Platinum—Prices are lower on the spot at \$90.00 per ounce for pure metal free from other related metals.

Tin—A sharp decline in the London tin market was reflected here in sharply lower prices. Straits tin on the spot is available at a settling price of 30¼c, American standard, at 29 7-8c, and 99 per cent at 29¼c per pound.

Zinc—Prices here are unchanged at \$4.80@\$4.85 per hundred.

The Texas Gulf Sulphur Co., has declared an extra quarterly dividend of 50 cents a share in addition to the regular quarterly dividend of 50 cents a share, both payable March 15 to stockholders of record March 1.

The directors of the National Lead Co. have declared a quarterly dividend of 1½% on the common stock, payable March 31 to stock of record March 17.

C. F. Graff, president and general manager of the American Nitrogen Products Co., Seattle, Wash., is stopping at the Hotel Pennsylvania.

ARSENIC DULL AND CHEAPER ABROAD

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Feb. 11.—The steadier tone lately noticeable in the industrial chemical market continues, and although business has been limited and shows no improvement, values are fairly well held and there is very little change to record. Prussiate of soda stands firm, as does acetic acid. Arsenic is dull with best white powdered British at £40. With some Continental material slightly cheaper on spot. Alum from British makers, for home trade only, is steady at £16 per ton delivered.

Bleaching Powder, 35 to 37 per cent, available chlorine, for home trade only from makers, £14 per ton, packages extra, spot material about the same figure.

Copper sulfate is somewhat easier on spot at £28 5s to £29 per ton and slow to move.

Glauber's salt, commercial quality in bags is easier at £5 10s per ton, but seems unwanted.

Potassium prussiate from home makers is dearer this week. Yellow, 1s 2d, and red 2s 6d per lb., yellow on spot, 1s 1½d ex-wharf London, casks free.

Soda ash (58% light alkali), from makers for home trade only is unchanged at £8 7s 6d per ton, spot parcels steady: London, £10, North, about £9, per ton. The demand is poor.

Soda caustic—The spot market is somewhat easier and continues quiet. 70 to 72 per cent, £23 10s. 76 to 77 per cent, £25 10s, ex-wharf shipping port, drums free. Makers are quoting to home consumers on contract at: 70 to 72 per cent, £22 10s, and 76 to 77 per cent, £24 10s, per ton.

The Air Reduction Co., Inc., reports for the year ended Dec. 31, last, net profits before Federal taxes \$630,524, against \$1,256,439 in 1920. The result of the company's operations for the last quarter of 1921 were as follows: Gross income \$1,404,866; operating expenses, \$954,296; operating income, \$450,570; additions to reserves and bond interest, \$274,498; net profits before Federal taxes, \$176,071.

Imports at San Francisco during the first week of February included the following: On the steamer Anyo Maru, from South America, 6,446 bags of soda; on the steamer Bintang, from Samarang, Hongkong and Manila, 555 bags tapioca seed, 150 cases ink, 806 packages paraffine wax, 12,257 bags copra and 694 tons coconut oil.

The Board of United States General Appraisers finds that silico fluoride of sodium, imported by Lunham & Moore, and hydrosulphite of Soda, imported by Kut-troff, Pickhardt & Co., Inc., were correctly classified as chemical compounds, with duty at the rate of 15 per cent ad valorem under Paragraph 5 of the Tariff Act of 1913.

The J. B. Ford Co., Detroit, Mich., manufacturer of soda ash, is increasing production at its plant, and during the first three weeks of January the output was larger than for any month during the past year.

An explosion of dynamite at the Atlas Powder Co.'s plant, at Landing, N. J., resulted in the death of two men who were packing the dynamite in a small shed some distance from the plant.

The Dumont Fertilizer Co., 524 Walnut st., Philadelphia, will erect a building at Canton, Md., and purchase machinery for a daily output of 250 tons.

The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Pages 482, Naval Stores, Page 483

DEMAND IMPROVING, MANY STOCKS SMALL

Linseed and Cottonseed Oils Firmer—Perilla and Olive Foots Higher—Corn, Peanut and Soya Bean Oils Holding Their Own, But Consumer Interest Is Lacking—Fish Oils Scarce.

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Cod, N.F., 9c gal.	Linseed, 6c gal.
Cottonseed, 1/2c lb.	Olive Foots, 1/2c lb.
Degras, Eng., 1/2c lb.	Perilla, N. Y., 1/2c lb.
Declined	
Rosins, low grade, 10c lb.	

Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.53	\$.44	\$.42	\$.50
Degras, American, bbls.	.03 3/4	.03 3/4	.03 1/2	.05
Lard, No. 1	.65	.65	.67	.80
Menhaden, crd.* bbls.	.38	.38	.33	.28
Neatsfoot, 20 deg. ct., gal.	1.32	1.32	1.25	1.15
Red Oil, distilled	.07 1/2	.07 1/2	.07 1/2	.07 1/2
Stearic Acid, T. P.	.10 1/2	.10 1/2	.11 1/4	.13 1/2
Coconut, Ceylon, Dom., bbls.	.08 1/2	.08 1/2	.09 1/4	.09 1/4
Cottonseed, crude, tanks	.08 1/2	.08	.07	.04 1/4
Linseed, Carlots, bbls.	.84	.78	.67	.67
Olive, denatured	1.10	1.10	1.15	1.95
Peanut, refined	.11	.11	.11	.11
Soya Bean, bbls.	.09	.09	.09	.07
Average	0.414	0.402	0.383	0.456

Business in oils is showing improvement throughout the list. Prices are firmer and a decided advancing tendency is noted as demand picks up on the low levels which stocks have been allowed to reach. Increased demand is being felt for almost all oils and few stocks here are sufficiently large to take care of this demand. This condition is particularly true of cod, menhaden and cottonseed oils. Advancing foreign exchange rates have been instrumental in forcing a stronger position in the market here both on account of the increased buying power of foreign consumers and the greater cost of foreign oils here. Oils which depend on foreign sources of raw materials are seriously affected by the foreign exchange situation, especially in the case of linseed oil where American crushers must compete with crushers of foreign countries in the purchase of their seed.

Vegetable oil prices are generally firmer although few actual changes have been made. Linseed oil has led the advance on strength in the foreign seed markets but showed a tendency to weaken on later declines in seed prices. Cottonseed oil is firmer in all markets and advances have been made in both prime and summer yellow and Southern crude. Perilla oil is higher on the spot on current scarcity and the prospect of higher prices for shipment. Olive foots are higher both on the spot and for shipment. Corn, peanut and soya bean oils are holding their own, but lack consumer interest. Coconut oil has moved in fair volume during the week at firm prices.

Animal oil prices have shown definite changes but are noticeably firmer at recent levels. English degreas has been advanced on advancing exchange.

The scarcity of fish oils is becoming acute, as stocks are moved into consumption. Cod oil is sharply higher. Crude menhaden prices are entirely nominal in the absence of stocks.

Naval stores markets have been quiet during the week.

Turpentine is unchanged. Spot holders have reduced low grade rosins.

Linseed Oil—Prices were advanced sharply during the week on the advances in seed during the past ten days or so, but over the week end there was a decided tendency to weakness at the highest prices named. Present quotations are 84c per gallon barrels carlots from crushers although there are crushers who are still quoting at the higher figure of 86c. The sharp advances in seed were followed by later declines which made the decline possible in the absence of strong demand. Imported English oil is offered in the spot market at 74c @ 75c per gallon in barrels but there is a tendency to advance this price at present. London spot oil is easy at 38s per quintal. Antwerp quotes higher at 180 francs per 100 kilos there.

Flaxseed prices reached a peak early last week and remained stationary at the high mark until the end of the week when Buenos Aires prices began to recede. Argentine quotations were lower at \$1.97 per bushel with signs of further weakness. Duluth prices are weak at \$2.46 @ \$2.50 per bushel according to position. Winnipeg quotes \$2.30 @ \$2.32 per bushel.

Castor Oil—Prices are steady on slow demand at 11 1/2c @ 12 1/2c per pound for No. 1 and 10 1/2c @ 10 3/4c for No. 3.

China Wood Oil—Consuming interest continues active and prices are holding well. Spot barrels are firm at 14 1/4c @ 14 1/2c per pound. Arrivals according to date are quoted down to 10 1/2c @ 10 3/4c per pound c. i. f. New York. The Coast market is still somewhat uncertain at 13c @ 13 1/4c per pound in barrels for prompt delivery there and down to 10 1/2c @ 10 3/4c per pound for arrival there in July.

Coconut Oil—A fair amount of business is being done and prices are holding firm at recent levels. Coast prices on Manila oil are holding at 7 1/4c @ 7 1/2c per pound in sellers' tanks. Ceylon oil in barrels on the spot market here is quoted at 8 1/2c @ 9c against 9 1/2c @ 10c for Cochin. Edible oil in barrels on the spot is unchanged at 11c @ 11 1/4c per pound.

Corn Oil—Firmness is reported in spite of lack of interest from consumers and it is doubtful if crude oil can be had at 7c in tanks at Middle Western mills. Spot oil in barrels is quoted at 8 1/2c @ 9c per pound on a nominal basis and it is probable that higher prices would be required for actual delivery.

Cottonseed Oil—Prices continue to advance on the prospect of a scarcity of oil. Crude oil at southern mills in buyers' tanks is higher and very firm at 8 1/2c per pound where delivery can be had at all. Prime summer yellow on the Exchange here has continued to advance and is now quoted at 10c @ 10 1/4c per pound according to position. Consumers are showing better interest in view of the firm position of sellers.

Olive Oil—Foots have shown a rising tendency on higher replacement values caused by advances in foreign exchange. Spot foots are quoted at 8 3/4c @ 9c per pound against a shipment price of 8 1/4c @ 8 1/2c per pound. Denatured olive is steady at \$1.10 @ \$1.15 per gallon.

Palm Oil—Prices are firmer on strength in foreign

markets but no changes in value have been made. Lagos casks are quoted at 7½¢@7¾¢ per pound and Niger, at 6¼¢@6½¢ per pound.

Peanut Oil—This oil is entirely neglected but sellers are firmer in their ideas on the strength of the market generally. Crude oil in buyers' tanks at mills is quoted unchanged at 7¾¢@8¢ per pound.

Perilla Oil—Higher prices in prospect from the Orient together with a shortage of stocks here has forced the spot market into a firmer position at 11½¢@12¢ per pound for barrels. Shipment prices are given as 10¼¢@10½¢ per pound c. i. f. New York.

Soya Bean Oil—No change has been made in the basic price of 7¼¢@7½¢ quoted for sellers' tanks on the Coast on account of lack of interest, but stocks are small and replacement costs are higher. Spot barrels are unchanged at 9¢@9¼¢ per pound according to quantity and seller.

Animal Oils

Degras—English degras has been advanced to 4¢@4¼¢ per pound here on the recent advances in English exchange. American degras is scarce but unchanged at 3¾¢@4¢ per pound.

COLOR CARD ADVISERS NAMED

The Textile Color Card Association of the United States, Inc., announces the appointment of a Board of Advisers to aid the many industries dependent upon color. Richard F. Bach of the Metropolitan Museum of Art has been placed on the new board.

Besides Mr. Bach, the following constitute the Advisory Board: John Love of Graupner, Love & Lamprecht, representing the American Association of Woolen and Worsted Manufacturers; Arthur Beir of Arthur Beir & Co., representing the Converters' Association; John C. McKeon of Laird, Schober & Co., representing the National Boot and Shoe Manufacturers' Association; John Slater, representing the National Shoe Retailers' Association of the United States of America; B.W. Rankin of the Hunt-Rankin Leather Co., representing the Tanners' Council of the United States; A. S. Ortenberg of Deutz & Ortenberg, representing the United Waist League of America; Jacob J. Goldman of the Goldman Costume Co., representing the Associated Dress Industries of America; Milton Katzenberg of D. Nusbaum & Co., representing the National Knitted Underwear Association; W. S. Brewster of Lawrence & Co., representing the Association of Cotton Textile Merchants of New York; the Emery-Beers Co., Inc., representing the National Association of Hosiery and Underwear Manufacturers, and Franklin Simon, representing the National Garment Retailers' Association.

OUTPUT OF COTTONSEED OIL

(Special to DRUG & CHEMICAL MARKETS)

Washington, Feb. 21.—The Census Bureau in a report on cottonseed and cottonseed products places the production of linters from Aug. 1, 1921 to Jan. 31, 1922 at 305,915 500-lb. bales. The amount of cottonseed received at mills during the period was 2,649,510 tons. The quantity crushed during the period was 2,328,402 tons. The amount held at the mills on Jan. 31 last, was 418,349 tons.

The quantity of crude oil produced from Aug. 1 to Jan. 31, last, amounted to 721,111,279 lbs.; shipped out 648,713,165 lbs. The supply on hand on Jan. 31, last, was 98,295,276 lbs., against 18,762,794 lbs. on August 1, 1921. The production of refined oil from Aug. 1, 1921 to Jan. 31, 1922 was 554,405,665 lbs. The supply on hand on Jan. 31, last, was 275,280,429 lbs., against 228,263,633 lbs. on Aug. 1, 1921.

Fish Oils

Cod Oil—Prices here are sharply higher on a scarcity of oil. Newfoundland oil has changed hands during the week at 53¢@55¢ per gallon in barrels and there are holders as high as 60¢. Estimates place stocks here at less than 500 barrels.

Menhaden Oil—Stocks of crude oil are inconsiderable and prices named are for last sales and are questionable for further business at present. The nominal price given is 42¢@45¢ per gallon at mills near Baltimore for barrels. Refined grades are very firm but so far unchanged on a basis of 48¢ per gallon for light strained.

Naval Stores

Rosin—Low grade rosins have been reduced again and the present price ranges from \$5.30 for B to \$7.50 for WW.

Turpentine—The market has been extremely sluggish and prices here have remained at 90¢ per gallon. London prices are easy at 69s per quintal. Savannah quotations are easy at 84¾¢ per gallon.

REPARATION DYES IN GERMAN CONTROL

The Textile Alliance, Inc., composed of representatives of associations of the textile trade, issued a statement on Monday, Feb. 20, concerning the reparation dyes situation as follows:

In October, 1921, a protest was filed with the Department of State against the continuance of the arrangement between the Textile Alliance and the Department of State by Kuttroff, Pickhardt & Co., Inc., a New York corporation, owned and managed by American citizens of German birth, who formerly in their corporate or private capacities were agents of the Badische Aniline & Soda-Fabrik, one of the six constituent members of the German dyestuff monopoly.

The Department of State on Dec. 14, 1921, abrogated the arrangement with the Textile Alliance, Inc., stating that there was no dissatisfaction with the work of the Alliance and that there was no objection by the allocation of Reparation Dyes to American non-profit organizations. Later, letters were given by the Department to Kuttroff, Pickhardt & Co., Inc., and to other former representatives of the German dye monopoly, stating that the Department had no objection to the Reparation Commission allocating Reparation dyes to them.

As a result the Reparation Commission refuses to continue to supply Reparation dyes to America until the Department of State shall decide who the recipients of the American portion shall be.

If the allocation be divided among profit seeking corporations, connected or formerly connected with the German monopoly, the effect will inevitably be to re-establish the control, not only of Reparation dyes, but of all German dyes, in the hands of the German monopoly, or those representing it.

The Textile Alliance, Inc., does not seek to continue this work itself and would prefer to have it in the hands of a Government Department.

The situation as it now stands is a victory for the German dye monopoly, and the Textile Alliance, therefore, deems it necessary to call attention to the very serious danger confronting the American textile interests and the American people as a whole, a danger which prompt action alone can avert.

The Consuming Industries

IMPORTERS OF DYES MUST CONTINUE TO PAY SPECIFIC DUTIES UNTIL SEPT. 9

New York Collector of Customs Misinterpreted the Meaning of the Act of Sept. 8, 1916—Treasury Department Rules That Boston and Philadelphia Collectors, are Right in Continuing Assessments.

(Special to DRUG & CHEMICAL MARKETS)

Washington, D. C., Feb. 21—A very interesting question has arisen in the Customs Service regarding the interpretation of the tariff law of 1916, in connection with chemicals and dyes. Specific duties will be assessed until Sept. 9, and importers must seek a remedy by protest. Assistant Secretary of the Treasury Elmer Dorn, is sending the following letter to the Collector of Customs in New York on this subject:

"The Department is in receipt of a letter from G. C. Davis, former Special Agent in Charge at your port in regard to the date which the first reduction of 20 per cent of the specific duties provided for in the first part of the second paragraph of Section 501 Group III, Title 5 of the Act of September 8, 1916, became effective. The first paragraph of Section 501 and that part of the second paragraph referred to are as follows:

"Section 501. That on and after the day following the passage of this Act, in addition to the duties provided in section five hundred, there shall be levied, collected, and paid upon all articles contained in Group II a special duty of 2½ cents per pound, and upon all articles contained in Group III (except natural and synthetic alizarin, and dyes obtained from alizarin, anthracene, and carbazol; natural and synthetic indigo and all indigoids, whether or not obtained from indigo; and medicinals and flavors), a special duty of 5 cents per pound.

"During the period of five years beginning five years after the passage of this Act such special duties shall be annually reduced by twenty per centum of the rate imposed by this section, so that at the end of such period, such special duties shall no longer be assessed, levied, or collected.

"It appears that you have construed the language of that part of the second paragraph quoted above to mean that the first reduction of 20 per cent became effective five years after the passage of the act namely on Sept. 8, 1921, while the collectors of customs at the ports of Boston and Philadelphia have construed it to mean that the first reduction of duty does not become effective until Sept. 8, 1922, that is six years after the passage of the Act.

"If your construction is followed the final 20 per cent reduction of duty will become effective nine years after the passage of the Act. (Reduction at the end of fifth year 20 per cent, sixth year 40 per cent, seventh year 60 per cent, eighth year 50 per cent and ninth year 100 per cent.)

"If the construction of the Collectors at Boston and Philadelphia is followed by the final 20 per cent reduction of duty will be in effect ten years after the passage of the Act. (Reduction at the end of the sixth year 20 per cent, seventh year 40 per cent, eighth year 60 per cent, ninth year 80 per cent and tenth year 100 per cent.

"In view of this difference in practice at the ports named you will continue to assess specific duties at the

rates of 2½ cents per pound and 5 cents per pound under the provisions of the said paragraph until Sept. 9, 1922, leaving importers to their remedy by protest under the provisions of paragraph N, Section III of the Act of Oct. 3, 1913."

At a regular meeting of the board of directors of the Sweets Company of America, Inc., Henry A. Murphy, president of James F. White & Co., was elected a director.

New Consuming Companies

T. A. Desmond & Co., New York, capital \$600,000. Rubber Goods, T. A. Desmond, H. S. Delanie, F. M. Tienken. Attorneys, Murray, Prentice & Aldrich, 37 Wall St.

Select Fur Dyeing Co., Queens, L. I., capital \$20,000. A. and P. Gellen, Attorney G. S. Youngwood, 1 Madison ave., New York.

Valley Silk Co., Wilkes-Barre, Pa., capital \$300,000. Textiles. Incorporated by Corporation Service Co., Wilmington, Del.

Philadelphia Crown Co., Dover, Del., capital \$150,000. To make bottles. Incorporated by Colonial Charter Co., Wilmington, Del.

Home Bottling Works, Dover, Del., capital \$35,000. Soda water. Incorporated by the Corporation Trust Co. of America, Wilmington, Del.

Edwin B. Elson Co., Inc., New York, capital \$400,000. Cotton manufacturing business. E. B. Elson, 225 Fifth Ave., New York.

Southwest Pulp & Paper Co., Wilmington, Del., capital \$2,500,000. To make paper and paper products.

Samuel F. Williams, Dover, Del., capital \$3,000,000. Flavoring extracts. Incorporated by Corporation Service Co., Wilmington, Del.

American Ethers Corp., Dover, Del., capital \$100,000. To make ethers. Incorporated by Delaware Registration Trust Co., Wilmington, Del.

Hollis Pharmacy, Hollis, L. I., capital \$15,000. J. Crossman, M. Stark, A. Trompar. Attorney, E. I. Silberstein, 63 Park Row, New York.

H. B. Vitt Co., Richmond, Staten Island, capital \$10,000. Paints and oils. H. and C. Vitt, W. Stumpf. Attorney, F. W. Clifford, Stapleton S. I.

Eastern Chemical Products Co., Wheeling, W. Va., capital \$100,000. J. M. Sheppard, Parker J. McWilliams, Melville Blum.

Ironized Yeast Co., Atlanta, Ga., capital \$300,000. To manufacture yeast and similar products. W. P. Bloodworth, Mark Bold- ding, R. G. Stephens, Atlanta.

The Abbott Ink Co., 69 West Washington street, Chicago, capital \$9,000. Thurlow W. Brewer, Nicholas F. Roeder, Francis B. Regan.

The La Salle Paper Co., South Bend, Ind., capital \$250,000. E. O. and Claude E. Nicely, John G. Yeagley.

Goodchild Glass Mfg. Co., Hawthorne, N. J., capital 2,500 shares of stock, no par value. Walter Goodchild, Walter Hohenhausen, Harry Grundy, 177 Washington Ave., Hawthorne.

National Ink Co., Baltimore, Md., capital \$100,000. James L. Bell, Harry D. Howell, Harry A. Kendall.

Pineville Paint & Varnish Co., Pineville, Ky., capital \$20,000. To manufacture paints and varnish. H. M. Ernst, W. N. Payne, W. L. Long.

Eneglotaria Medicine Co., New York, capital \$600,000. J. De- fesus, T. Moseoso, S. S. Mandy. Attorney, N. Permut, 82 Duane street.

The Stimule Co., Inc., New York, capital \$50,000. To manufacture drugs and medicines. E. Anthony, 40 Wall street.

Niagara Ink Co., Inc., Albany, N. Y., capital \$500,000. J. B. Congdon, Albany.

Textile Mfg. Co., Wilmington, Del., capital \$100,000. Wool and silk materials.

Gould Fire Prevention Products Co., Wilmington, Del., capital \$300,000. To manufacture paints, fire proofing and fire-resisting compounds.

Tamor Silk Mills, New York, capital \$75,000. I. B. Levine, J. S. Manheimer, C. Levy. Attorneys, Stroock & Stroock, 141 Broadway.

H. M. Muehlstein & Co., New York, capital \$1,360,000. Rubber. H. J. and C. Muehlstein. Attorney, M. Kukor, 63 Park Row.

Will-I-Soon Co., Dover, Del., capital \$50,000. Drugs. G. W. Pardey, H. E. Price, A. C. Allen, Portland, Oregon. Representative, Philip L. Garrett, Wilmington, Del.

MEXICO AIDS SILK INDUSTRY

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Vera Cruz, Mexico, Feb. 12.—The Mexican Government is distributing silkworm eggs free throughout the sections of the country where the industry thrives. It is the intention of the Mexican Government to stimulate the business this year in various ways. The silkworms at the present time are mostly raised in the States of Puebla, Jalisco, Michoacan, Oaxaca and Guanajuato. Silk was cultivated and sold in the markets of Mexico as far back as the time of Charles V. There are preserved at the present time pictures done by the ancient Mexicans upon paper made of silk. There is now one silk factory in the City of Mexico which produces a very fair grade of silk goods.

Judge Learned Hand has appointed Percival Wilds receiver in equity for the Hercules Paper Corp., manufacturers of newsprint, of 135 Broadway, with plants at Cornwall and Rock City Falls, N. Y., under \$25,000 bond. The liabilities of the corporation, which was incorporated under the laws of Delaware, are said to be \$1,790,509, and the book value of the assets is listed at \$3,315,487. The corporation owns about 90 per cent of the capital stock of the Frank Gilbert Paper Co., and the Union Waxed & Parchment Paper Co. Mr. Wilds was named as receiver of these two companies, also. The liabilities of the Frank Gilbert Co. are \$1,000,000 and assets \$1,744,773, book value. The liabilities of the Union Waxed & Parchment Paper Co. are \$1,295,822, and assets \$1,589,768.

The annual report of the United States Rubber Co. for the year ended Dec. 31, 1921, will show net sales of \$16,470,368, a decrease of \$91,679,762 as compared with 1920. Net profits for the year after all charges amounted to \$470,817, notwithstanding a reduction of approximately \$18,000,000 in the income from sales, caused by the drastic reductions in the selling prices made after January 1, 1921.

The American Hide & Leather Co. reports a deficit of \$550,257 for the year 1921 as compared with a deficit of \$7,280,986 in 1920. For the quarter ended December 31, surplus after taxes and charges was \$207,601. The surplus in the preceding quarter was \$200,880.

The Barnet Leather Co., reports net sales of \$4,881,853 for the year 1921, and gross profits from sales of \$768,053. Total profits available for dividends on the capital stock amounted to \$114,757, and the surplus after payment of \$131,600 for dividends was \$13,157.

The Continental Can Co., Inc., reports for the year ended Dec. 31, last, net earnings of \$1,529,042, compared with \$2,196,341 in 1920, and a surplus after dividends, etc., of \$34,353, against \$296,582 in the preceding year.

The American Can Co. reports for the year ended Dec. 31, last, net earnings of \$7,020,261, against \$9,851,876 in the previous year, and a surplus after preferred dividends of \$1,141,530, compared with \$1,944,587 in 1920.

Insurance on the stock of the Gene Strange Silk Dyeing and Finishing plant at Paterson, N. J., damaged by fire recently, in the dye mixing works, was \$344,500. Insurance on machinery was \$52,000.

The Hawley Glass Co., Hawley, Pa., manufacturer of bottles, has reopened its plant after a shutdown of about seven months.

Trade Tips for Sellers

The Macbeth-Evans Glass Co., Elwood, Ind., has started eight additional furnaces.

The Lockton & Birkmann firm has been formed to manufacture hosiery at Frankford, Philadelphia. The partners are Fred Lockton, for many years with the Wildman Mfg. Co., Norristown, Pa., and George Birkmann. They have installed 50 knitting machines.

The Baltimore Water Board, has authorized the immediate preparation of plans for a new filtration plant for the waterworks system at Montebello, comprising new settling basins, coagulating basins, filtration plant proper and filtered-water reservoirs, estimated to cost about \$1,200,000.

The Fiske Tire Co., Chicopee Falls, Mass., has increased production to about 9,000 tires a day, compared with 3,000 during the low point manufacture. It is planned to advance the output gradually during March, April and May until capacity of about 15,000 casings per day is reached. The Cudahy, Wis., branch of the company is maintaining an output of about 3,000 tires a day.

J. A. Goodman, of Indianapolis, president of the Goodman Hosiery Mills, has established a branch mill at Fort Wayne, Ind. The Goodman Hosiery Mills is incorporated for \$500,000 and now employs 500 people at Indianapolis. The Indianapolis plant is working day and night and is turning out approximately 2,000 dozen of silk goods daily. The firm maintains its own dye house.

The Velvet Textile Corp., New Haven, Conn., will begin the construction of a mill in West Haven about March 1. It is expected that production of goods will begin about July 1. The equipment will be 100 looms, for producing fancy silks and velvets. The company is incorporated for \$200,000. J. M. Langenieux is president and A. M. Durand treasurer. The concern may be addressed at P. O. Box 1962, New Haven.

The John Hoberg Co., and the Green Bay Paper & Fibre Co., have been consolidated in the Hoberg Paper & Fibre Co., Green Bay, Wis. More than \$3,000,000 was involved in the deal. The new corporation was organized by Green Bay men including Frank H. Hoberg, George D. Nau and John Welsh with financial interests in Milwaukee and Chicago. The new company will have an output of 200 tons of pulp paper daily.

The Lincoln Knit Goods Corp., St. Louis, Mo., will build a mill to make sweaters, bathing suits, jerseys and sport coats. Production of goods is to begin about May 1. The plans call for 125 knitting machines and 65 sewing machines. Complete equipment for skein dyeing will be installed. E. W. Stewart is president of the company, which is capitalized for \$200,000. The product will be distributed through Ely-Walker Dry Goods Co.

The number of active spindles in January was 34,457,509 against 34,488,640 in December and 31,539,431 in January last year. The amount of cotton on hand in consuming establishments on Jan. 31, last, was 1,675,033 bales compared with 1,737,771 bales on Dec. 31, 1921, and 1,263,961 bales on January 31, 1921. Cotton on hand in public storage and at compresses on Jan. 31, last, amounted to 4,618,226 bales against 5,177,266 bales on Dec. 31, last, and 5,645,482 bales on Jan. 31, 1921.

The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Pages 486-487

MANY OILS HIGHER FOR SHIPMENT

Some Spot Products Affected and Others Unchanged—
Lemon Materially Stronger—Slightly Better Demand
For Peppermint—Oil Cloves Weak On Sagging
Spice Price—Sandalwood Firmer

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Oil Lemon, 2½c lb.

Declined

Oil Cassia, U.S.P., 5c lb.

Oil Cloves, 5c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	\$5.00	\$5.00	\$5.00	\$6.00
Oil Citronella, Ceylon .....	.54	.54	.50	.35
Oil Cloves	2.15	2.20	2.25	1.80
Oil Lemon .....	.70	.67½	.65	.80
Oil Peppermint, Natural	1.70	1.70	1.75	4.25
Oil Sandalwood, E. I.	7.25	7.25	7.10	9.25
Oil Sassafras, Artif. ....	.53	.53	.53	.70
Benzaldehyde, U.S.P.	1.25	1.25	1.25	1.00
Coumarin	3.00	3.00	3.50	5.00
Methyl Salicylate .....	.35	.35	.35	.45
Vanillin .....	.55	.55	.55	.65
Average	2.12	2.13	2.15	3.28

Local essential oil houses appear somewhat more optimistic in their view of the market this week. "We are getting our share", seems to be a more general remark in the trade. Price shading does not play quite so prominent part as it did a fortnight back, although any quality and any price the consumer desires to pay can still be supplied. The statement of a leading perfumer recently at an association meeting when he said that the buyer who haggled and beat a price of a dollar down to fifty cents or so, particularly in buying essential oils usually got what he paid for, a fifty cents product, is significant of a changing attitude. Demand from the flavoring and soft-drink trade appears to be picking up quite well, considerable bulk of lemon and orange having moved within the past two weeks.

Prices generally are steady, and in a number of items look to higher levels. Although for several weeks back, the market has been rather shaky and uncertain, a healthier undertone appears to be taking the place of this condition. Citronella still commands a very strong position on spot. Cloves appears slightly easier in sympathy with the spice. The lemon situation is firmer. U. S. P. cassia is noted slightly lower in one quarter. Sandalwood is firmer but unchanged in price here. Bergamot is higher for shipment but the same on spot. Numerous higher quotations for shipment on foreign oils have been noted during the week.

Essential Oils

Oil Anise—Anise steady and in routine demand at 50c a pound for spot technical and 60c for U. S. P. goods.

Oil Bergamot—Although higher shipment prices are quoted for oil bergamot, the spot market shows no change. Demand from consuming quarters here continues very light and prices are still held at the same level, \$5.00 a pound inside for coppers ranging upward as to brand.

Oil Cassia—Slightly lower quotations for U. S. P.

oil cassia are noted this week. Demand has slowed down somewhat and new stocks are available here at \$1.60 a pound, ranging at \$1.70 as to seller and quantity. Technical oil in reduced supply still at \$1.30 up. No call for lead free owing to Government restrictions.

Oil Cedar Leaf—Continues soft and in small demand here at 70c@75c a pound as to the seller and quality. Oil of the wood easy at 30c.

Oil Citronella—Although the price has shown no change this week, 54c a pound for drums still being named here for spot Ceylon oil, citronella is still a very firm factor. The market is not quite as snappy nor is demand as insistent as two weeks ago, but nevertheless, firmness still rules. Cans at 55c@56c a pound.

Oil Cloves—The position of cloves continues more or less weak owing to the reduced state of demand and the uncertain position of the spice has been gradually sliding off in price for several months past. Spot shading has brought out \$2.15 for cans on clove oil with bottles at \$2.25. A leading distiller quotes openly at \$2.25.

Oil Coriander—Easy but unchanged at \$8.50 a pound for spot oil.

Oil Eucalyptus—Offering freely at 40c a pound in a limited way here, for spot U. S. P. Australian cases. Demand continues far below normal.

Oil Geranium—Practically no genuine African geranium available here and supply in growing district is very limited. Holders name \$7.00 a pound. Bourbon is a trifle easier on spot as the new crop is coming in. For A-1 quality, \$5.00 is best, but \$4.75 might be squeezed out on a firm order. Demand routine.

Oil Lavender—All types and styles of lavender from \$2.75 up to \$4.00 a pound as to quality, ester content, etc. It is a pure case of the buyer's nose. Spike good grade at 90c @ 95c spot.

Oil Lemon—Materially higher for shipment, one house noting an import cost of 85c as compared with their spot quotation of 70c. On a 70c c. i. f. figure for shipment, little less than 80c spot could be done. A well-known foreign shipper of lemon maintains that the large stocks of oil held here for some time past in cans must have deteriorated considerably now, and immediate followed this announcement with a 15c jump in his price. Stocks here are large but well held. On a quantity, 67½c might still be done on standard goods in coppers, but 70c is the best open figure heard. Consumer demand is better.

Oil Orange—Orange prices vary as to seller. For West Indian, the market is held at \$2.15 up to \$2.25 a pound as to seller and quantity. Sicilian ranges all the way from \$2.90, which appears inside here, to \$3.25 a pound as to brand. Demand from one or two big buyers is indicated to have picked up well during the week.

Oil Peppermint—In generally better demand from consumers. Natural unchanged at \$1.70 a pound spot in cases with U. S. P. at \$1.90.

Oil Sandalwood—A firmer position is noted for sandalwood here. Holders are asking generally \$7.25 a pound

for spot East Indian, U. S. P. oil, but \$7.15 can be done readily still.

Oil Spearmint—Still a weak factor at \$2.25 a pound spot.

Oil Wormseed—Firmly held here at \$4.00@4.25 a pound spot for U. S. P. goods as to seller and quantity.

Aromatic Chemicals

Benzaldehyde—U. S. P. goods moving steadily at \$1.25 a pound. F. F. C. at \$1.60.

Citral—Soft and limited request at \$3.50 a pound here.

Coumarin—Competition still very keen, but prices are unchanged this week at \$3.00 a pound for imported ranging to \$3.25 as named by American manufacturers.

Methyl Salicylate—Moving in steady way into consuming channels at 35c a pound both in makers' and resale hands in 50 lb. cans.

Vanillin—Steady and in good demand at 55c an ounce in 100 ounce lots from manufacturers. One or two small resale lots still reported at 54c.

VANILLA CROP SMALLEST IN YEARS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Vera Cruz, Mexico, Feb. 12.—The gathering of the Mexican vanilla crop for 1921 and 1922, in the Papamla and French Colony district, is finished. It is estimated there will be only 50,000 to 60,000 pounds of the whole beans and 8,000 pounds of cuts. Owing to the bad weather during 1921, the vanilla crop was much less than the 1920 crop, and with a very short crop this year, prices are going up. The average crop for the vanilla district in Mexico is about 300,000 pounds of the whole beans, and 50,000 to 70,000 pounds of cuts.

The quality of the crop will be good, but the beans will not be long. About 50% of the crop will be prime, and the balance ordinary and fair. As there are no cuts from wind-fall, the small amount of cuts on the market will be of very good quality. The price paid at the plantations is \$5.50 to \$6.00 per pound American currency. This is the highest price paid for a number of years. As the crops of the past two years have been short, and this year's crop is the shortest ever known in the vanilla district, prices are sure to go higher. American firms have already contracted for over 50 per cent of the present crop. There will be considerable speculation and re-sale of vanilla. Dealers and exporters are holding for higher prices.

PERFUMER BUYS FIGARO

Paris, Feb. 16.—The Figaro will on Feb. 28 pass under the direction of M. Coty, a manufacturer of perfume.

The history of the change and its effect has provided Paris during the last few weeks with one of its most interesting subjects of internal political gossip, and it has produced a situation hitherto unprecedented in newspaper ownership. Every day during the last week in the columns of the paper which he had bought and of which in two weeks he will assume control, Coty has been violently attacked. Calmette in his letter of resignation today makes the statement that he believes Caillaux to be behind Coty in the purchase.

David Davis' Sons, New York in answering a complaint of the Federal Trade Commission deny loading or adulterating sponges. The firm says the sponges were sold pure in the same state that they arrived from the fisheries.

Dr. K. D. C. Watson, of the Watson-Hall Mfg. Co., Kissimmee, Fla., is in New York on a business trip.

PERFUMERS ENDORSE AMERICAN GOODS

Perfumery, Soap and Allied Industries of New York in Accord With Appeals of American Raw Material Suppliers—Vivaudou and Sefton Speak.

"We will willingly pay a higher price for American made raw materials if the quality of the American goods is superior or even equal to those which we can obtain from abroad." This statement by President Edwin Sefton epitomized the sentiment of the speakers at the dinner of the Perfumery, Soap and Allied Industries of New York, held at the Hotel Brevoort for these Thursday evening. About 150 perfumers, toilet goods manufacturers, and raw material suppliers for these trades were present and echoed the sentiments of President Sefton. The appeals of the raw material people that they be given support and time by the perfumers so that we might have a complete, unified industry in this country, apparently met with hearty accord in the consuming trades.

Victor Vivaudou, chairman of the meeting which was in the form of a farewell dinner to Edwin Sefton who sailed for Europe last Saturday, also came out for American raw materials, stating that he believed American raw material industries must be supported by manufacturers or they could not be expected to buy American manufactured goods. Mr. Sefton made a rather significant point when he indicated that most buyers who were successful in beating down the prices of an essential oil for example, from a dollar to fifty cents, usually found when the goods arrived that they had received nothing more than a fifty cent product. The open forum discussion following the dinner, lasted some two hours during which every branch of the represented industries were heard, glass bottle, package and box, label, essential oil, alcohol, toilet goods, and the perfume manufacturers, themselves.

Resolutions were adopted calling for regular monthly meetings in the evening to replace the semi-monthly noon-day luncheons, and for the support of the principles of the association as a New York and local organization which should in no way encroach upon the activities of the national organization, the Manufacturing Perfumers' Association.

The recent heavy frosts and snows in the citrus district of Southern California have caused heavy losses to oranges and lemons, estimated at thirty to fifty per cent of the crop. A meeting of the California Citrus League was held at Los Angeles on Feb. 6 to discuss the order of the State department of Agriculture as to the application of the crystalline test for frosted fruit. About 500 growers, packers, shippers, buyers, bankers, and officials of the California Fruit Growers' Exchange were present. It was decided that under the circumstances, and the further fact that no better test has ever been devised, it would be necessary to segregate the damaged fruit by this method.

Idle freight cars on the railroads of the country Feb. 8 numbered 467,997, a reduction of 21,485 cars compared with the previous week, according to figures made public by the car service division of the American Railway Association, on Feb. 17.

Sharp criticism of attacks made on members of the Federal Reserve Board is contained in a resolution passed by the Economic Policy Commission of the American Bankers' Association, which met in New York on Feb. 17.

The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 484-485

SCARCITIES DEVELOPING IN BOTANICALS

Supply of Many Important Items at Minimum—Insect Powder Up Again—Rhubarb Practically Nominal on Spot—Senega Firmer and Closely Held—Celery, Caraway, and Fenugreek Seeds Up

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

Caraway Seed, Dutch, 1/2 lb	Insect Powder, pure, 5c lb
Cardamom Seed, Decort. 5c lb	Half stems, 3c lb
Celery Seed, 1c lb	Rhubarb Rt., 10c lb
Cumin Seed, Mor., 1/2 lb	Powdered, 5c lb
Fenugreek Seed, 1/2 lb	Saffron, Span., 25c lb
Senega Root, 10c lb	

Declined

Buchu Leaves, 5c lb	Peppers, Red Bomb., 1/2 lb
Cloves Zanzibar, 1/2 lb	Stramonium Leaves, 1c lb

Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$22	\$22	\$22	\$35
Buchu Leaves, Short	1.00	1.05	1.08	2.30
Cantharides, Russian	2.50	2.50	2.50	2.50
Cocculus Indicus .....	.06 1/2	.06 1/2	.06 1/2	.18
Ergot, Spanish	1.03	1.01	1.03	.65
Insect Powder, pure .....	.60	.55	.39	.55
Ipecac, Cartagena, powd.	1.60	1.60	1.60	2.75
Nux Vomica .....	.09	.09	.10	.12
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D. ....	.65	.55	.47	.50
Tragacanth, No. 1, ribbon.	2.25	2.25	2.50	3.50
Wild Cherry Bk. thin nat. ....	.09	.09	.09	.10
Average	1.36	1.35	1.36	1.78

A few outstanding firm features dominate the spot situation in crude drugs and give a note of strength which is reflected in a generally improved tone and outlook. Scarcities are more common here and, in several instances, acute. Insect powders, rhubarb, senega, saffron, celery seed, poppy seed and other products, have been the chief factors in holding up the spirit of the botanical market here. Of course the prominence of the active items tends to make them stand out and overshadow the weaker elements. The latter portion of the market is still characterized by some price shading, although recent rises in foreign exchange have tended to minimize this by bringing out materially higher quotations for shipment of numerous botanical products from abroad.

The number of actual price revisions on spot have been few this week, although of the changes which have been made, advances have stood out as the more significant by far. Insect powder continues to climb, is scarce and closely held on spot. Spanish saffron is up again this week. The smallness of rhubarb supplies here has brought out another jump in price. Celery seed is again higher on spot. Among the weaker items is noted buchu which is in very limited demand. Stramonium is also under pressure and cheaper. Cloves are soft. Nux vomica, both whole and powdered, is weak.

Crude Drugs

Agar Agar—Supplies of all grades reduced here. No. 1 inside at 85c; No. 2 at 70c@75c; No. 3 at 55c@60c a pound. Prices very firm.

Cantharides—Russian slightly easier on spot on new supplies available. Whole at \$2.50, powdered at \$2.65

a pound, unchanged. Chinese whole at \$1.00 and powdered at \$1.10.

Ergot—Continues weak and in restricted demand from big consumers. Small lots changing hands here at \$1.03 a pound, larger quantities named proportionately lower. For shipment, 95c c. i. f. was the last heard here.

Lycopodium—Still soft and in an easy position at \$1.00 a pound spot.

Manna—Small flake is still selling at 43c a pound ranging all the way to 50c in some quarters. Large flake firm at 85c.

Nux Vomica—Weak and under pressure here as demand continues inactive. Buttons quoted openly on spot at 9c for clean, dry variety. Powdered unchanged at 12c@13c a pound for U. S. P. in barrels and less as to seller.

Barks

Buckthorn—Demand continues limited to one or two channels. Unchanged at 6 1/2c@7c a pound spot.

Elm—Subject to keen competition as demand fails to measure up to expectations. Good quality slabs in bundles on spot at 28c a pound.

Soap—Still under pressure at 5c a pound for spot whole soap tree bark. Cut bark 8 1/2c, crushed 9c, and powdered 10c.

Flowers

Chamomile—Good quality Hungarian moving in a routine way at 19c@20c a pound as to seller and quality.

Insect—Nothing is now known to be available on spot in the way of pure powder for less than 60c a pound and no quantity can be guaranteed at this level. Demand for insect powders has been unusually heavy during the past two or three weeks and spot stocks are materially reduced with the residue firmly held. Half and half powder at 35c@37c. Flowers for shipment from Japan or Dalmatia are held at equal to 46c to 50c. One of the best demand seen for eighteen months past, has been noted in insect powder this week.

Saffron—Inside for spot Spanish saffron is now \$17.50 for one pound tins, with a tendency to move to \$18.00. Holders here are bullish in pointing out an import cost in excess of \$18.00. American saffron easy and dull at \$1.10 spot.

Leaves and Herbs

Buchu—Short leaf buchu is now offered openly here at \$1.00 a pound for bales, \$1.05 for less with little interest displayed and no buyers. New lots of old crop goods have arrived here and the situation is softer under pressure of large supplies. No definite figures on new crop shipments have been heard as yet in this market.

Henna—Moving in a routine way at 17c for bales, 18c for less.

Lobelia—Still soft and under pressure at 9c a pound spot.

Stramonium—Under pressure of weakly held offerings here at 9c@10c a pound for spot leaf.

Roots

Alkanet—According to the sources, prices range from

12c a pound up to 17c. Generally named at 14c@15c.

Calamus—Indicated that nothing under 45c for bleached available. Natural still soft at 10c@11c.

Helonias—Still held at 38c and unchanged on spot.

Ipecac—Now generally quoted at \$1.30 for Cartagena whole, although sales between dealers were made last week at \$1.25 spot. Powdered at \$1.60.

Licorice—Powdered easier at 9c@10c a pound for spot U. S. P. in barrels with demand quiet.

Rhubarb—Stocks of spot rhubarb have been reduced to the point where holders have jacked prices to an inside of 65c a pound for whole and 70c for powdered, —practically a nominal situation. To arrive, 55c and 60c are heard.

Sarsaparilla—Mexican sarsaparilla in small supply but offered from one quarter at 42c@43c a pound spot.

Senega—Another sharp jump in senega prices has brought figures here to \$1.10 a pound on a particularly lively demand for export. Some country factors are talking \$1.25 for shipment, but less can be done on firm business.

Seeds, Spices, etc.

Cardamom—Decorticated higher here at 50c@52c a pound spot. Bleached as to grade at 75c@1.20.

Celery—Another higher price on spot has followed advanced shipment quotations from abroad. On spot now at 15c@15½c a pound.

Poppy—Dutch poppy is slightly easier on importations last week. Spot prices are unchanged at 14c@14½c a pound.

Wormseed—Levant wormseed is reported to have sold in a small way this week at \$1.80 a pound on spot.

Cloves—In a big way, Zanzibar cloves are quoted at 32c spot ranging up to 34c for smaller quantities. This is a slightly easier position.

Caraway—Dutch caraway is growing scarce on spot and prices are higher at 8c@8½c a pound here.

Cumin—Best for spot Morocco cumin seed is now 11½c a pound with supplies closely held.

Stowell & Co. druggists of Boston, have incorporated under the name Samuel Kidder & Co. The officers and directors for the corporation are George A. Spear, president, connected with the house for over 25 years. Russell Tyler, vice president, George P. Nason, treasurer, W. Elmer Maltby, secretary. The house was established in 1804 by Samuel Kidder. In 1870, upon the death of Samuel Kidder, John Stowell, who had been connected with the concern for a great many years, succeeded to the business under the name of Stowell & Co. Now in 1922 the business has been incorporated as Samuel Kidder & Co., Inc., the old name being resumed as most of the products are widely known under the Kidder name.

The Drug and Chemical Club elected the following Board of Governors at the meeting on Feb. 16: Arthur S. Somers, George V. Sheffield, Bernard M. Culver, Charles R. Pitcher, Henry S. Chatfield and James W. McCulloch. There will be a meeting of the Board of Governors Thursday, February 23, at which the officers for the ensuing year will be chosen. The report of President Melvin G. Palliser showed that the club has 550 resident members and 282 non-resident members, with a waiting list of 196. Treasurer R. O. Walker reported assets and liabilities of \$73,907.80. The cash on hand amounted to \$4,697.72, and the club owns \$6,500 worth of government bonds.

**OPPOSE GOVERNMENT MAKING NARCOTICS
(Special to Drug & Chemical Markets)**

Washington, D. C. Feb. 21—The American Drug Manufacturers Association has sent out a strong protest against the proposal to have the Government take over the manufacture of habit-forming drugs. The statement reads in part:

"We are advised of a 'dangerous proposal that was born at a conference of New York City officials when Chief City Magistrate Wm. McAdoo, Dr. James A. Hamilton, Commissioner of Correction; Bird S. Coler, Commissioner of Public Welfare, and Dr. Royal Copeland, Health Commissioner were appointed a committee to draft a proposed amendment to the Federal Narcotic Act, providing for government manufacture of habit-forming drugs and their distribution through the Public Health Service. It is gratifying to note that the Narcotic Committee of the American Medical Association is opposed to the proposition and that their legal counsel, Arthur D. Greenfield, expects to appear before the committee in opposition to the movement.

"Government manufacture of narcotics may be as you probably surmise a very remote danger but you must bear in mind that while propaganda of this character may not completely obtain its end, it is likely to result in exceedingly drastic legislation. Another indication of the more drastic restriction of narcotics that is portended for the future, takes the form of House Resolution 229, calling 'for the suppression of the manufacture and importation of opium and other habit-forming drugs.' This resolution would express it as the sentiment of Congress that every effort should be made by the United States to induce every civilized nation to prevent the manufacture and transportation of opium, morphine, cocaine, and other habit-forming drugs, together with their respective salts and derivatives. There is no exception for legitimate medicinal uses.

"The Executive Committee of the Association has adopted a formal resolution against this bill which will be filed with the Committee on Foreign Affairs, to which the bill has been referred together with a comprehensive statement explaining the therapeutic uses of opium and cocaine and their derivatives, and emphasizing their indispensable character. A hearing on the bill will also be requested. We also intend to circulate above statement among all the members of Congress, not so much, however, with this particular bill in mind as with a view to making them less susceptible to this absurd propaganda."

JALAP ROOT HIGHER IN MEXICO

(Special Correspondence to Drug & Chemical Markets)

Vera Cruz, Mexico, Feb. 12.—Owing to the increasing demand in the United States for jalap root, the Vera-cruz market price is higher. The crop is selling here at 50 centavos to 70 centavos per kilo (35 cents American currency for 2.2 lbs.)

Large shipments of jalap root have been sent to Germany during the past month.

Dr. H. H. Rusby, of the School of Pharmacy of Columbia University, who headed the Mulford Biological Exploration of the Amazon Basin, is making a 1600 journey from a point in the interior to a Brazilian port whence he will sail for New York. Dr. Rusby was obliged to give up his work, owing to neuritis and an infected tooth. The other members of the expedition will continue their work until April.

The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 488

BALSAM TOLU HIGHER IN LONDON

Advances Announced on Cocoa Butter, Lemon Oil, Senega Root, and Shellac—Quotations Lower on Formaldehyde, Spearmint Oil, Tartaric Acid, and Turpentine—Bergamot Oil Easier

(Special Cable to DRUG & CHEMICAL MARKETS)

London, Feb. 21.—Signs of improvement in the chemical and crude drug markets are apparent, but the recovery is slow, and trading still lacks animation. Higher quotations are announced on balsam tolu, cocoa butter, lemon oil, senega root, and shellac.

The market is firmer on acetanilid, agar agar, oil cassia, oil citronella, and phenazone. Bergamot oil is easier.

Lower prices are quoted on formaldehyde, spearmint oil, tartaric acid, and turpentine.

SAYS OLIVE CROP IS SHORT

Leading oil dealers in Marseilles estimate the Mediterranean olive oil crop for 1921-22, expressed in terms of oil, at approximately 510,000 metric tons, writes Consul Wesley Frost from Marseilles. This is in sharply adverse contrast with the normal yield and with the exceptionally large yield for 1920-21. The following table gives an estimate of the normal yield and preliminary estimates of the yield for 1920-21 and 1921-22 (the final estimate for 1920-21 was larger, bringing the total to 1,100,000 tons):

Countries	Normal	1920-21	1921-22
	Yield.		
	Metric Tons	Metric Tons	Metric Tons
Portugal	25,000	35,000	20,000
Spain	325,000	325,000	225,000
France	15,000	10,000	20,000
Italy	225,000	210,000	110,000
Greece	50,000	150,000	140,000
Turkey in Asia	100,000		
Tunis	75,000	70,000	50,000
Algeria		(15,000)	15,000
Morocco	20,000	(12,000)	6,000
Other		(80,000)	24,000

Total 835,000 907,000 510,000

a Pre-war territory. b Post-war territory

The olive crop is usually larger in each alternate year, perhaps partly because it is only biennially that the olive tree puts forth the new shoots which produce flowers and fruit.

Spain and Italy will probably consume respectively almost their entire 1921-22 production of olive oil, as their present tariff laws make the importation of cottonseed oil substitutes from America difficult. This will leave France and the outside world dependent upon Tunisian and Greek supplies. France never supplies more than a fraction of French needs; so that buyers from America and northern Europe will probably meet with competition in Tunis and Greece from the French buyers who ordinarily obtain their supplies from Spain and Italy.

The report of the Dunlop Rubber Co., of London, shows an actual net debit for the twelve months ended August 31 of £8,320,007, and this figure is not the full extent of the losses which the company has to face.

FOREIGN EXCHANGE

	Par	Current
Great Britain (pound sterling).....	\$4.886	\$4.352
France (franc) .....	.193	.087
Italy (lira) .....	.193	.049
Germany (mark) per hundred	23.80	.495
Czechoslovakia (crown) per hundred	20.30	1.900
Poland (mark) per hundred	23.80	.031
Austria (crown) per hundred	20.30	.030
Japan (yen) .....	.499	.473
Spain (peseta) .....	.193	.157
Holland (guilder) .....	.402	.374
Belgium (franc) .....	.198	.083
Norway (crown) .....	.268	.170
Switzerland (franc) .....	.193	.195
Sweden (crown) .....	.268	.263
Denmark (crown) .....	.278	.207
Argentina (peso) .....	.424	.465
Brazil (milreis) .....	.279	.135
China (silver dollar—Hongkong) .....	.789	.538
(Tael—Shanghai, silver)	1.082	.725
(Tael—Peking, silver)	1.156	.795
Russia—(100 rubles)	51.50	.100

DESTINATION OF GERMANY'S DYE EXPORTS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Feb. 11.—German colors and dyestuffs are still exported to some extent through Holland, but the preponderance of such exports by way of Holland, which has been a feature of German foreign trade for several months, is no longer maintained. Taking October and November Holland led with 1,281 tons out of a total of 10,255 tons of colors and dyestuffs exported in October, equal to nearly 12.5 per cent. Eastern Asia was a close second with 1,089 tons of 10.6 per cent. In November, however, the roles were reversed, Eastern Asia's share amounting to 1,606 tons (16.2 per cent.) comparing with 995 tons (nearly 10 per cent.) shipped to Holland. The next place is taken by Sweden with 5.5 per cent, and 5.2 per cent., respectively; followed by South Eastern Asia with nearly 4 per cent, and 4.2 per cent., respectively. The percentages for the United States are 1.7 and 1.2 and for Central and South America 1.7 and 1.7 for October and November. The export figures for lead, color and carbon pencils, and cut and formed chalk, are not considered in these percentages.

The class of dyes shipped to different countries and the quantity in tons are shown below:

		Countries
Aniline, and sulfur dyes.....	2,051	2,196 Eastern Asia
Alizarine, alizarin dyes.....	197	251 South E. Asia
Indigo, natural and synthetic.....	557	1,294 Eastern Asia
Ultramarine and Saxon blue.....	34	61 South America
White lead, zinc white, Lithophone. 2,364	1,808	Holland
Baryta white	468	Sweden
Zinc dust, zinc oxide.....	393	247 S. E. Asia
Chalk, white	778	293 United King.
Iron oxide, umber, sienna.....	1,595	517 Czechoslov.
Bronze colors, except chrome green. 92	1,549	Holland
Chrome colors, except chrome green. 104	85	U. S. A.
Pure and mixed blue, Saxon blue from Prussian blue, chrome green, copper colors except Schweinfurt green	407	426 Sweden

The Deutsche Kaliwerke stockholders were told by the managing director at a recent meeting that the sales of German potash in 1921 were 921,000 tons, against 924,000 in 1920. During 1921 foreign sales shrank from 25.8 to 16.5 per cent. For 1922 the director hopes for increased sales, particularly to America. German potash producers believe that an agreement will be made shortly with the Alsatian mines.

WHERE GERMANY BUYS CHEMICALS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Feb. 1.—Chemicals purchased by Germany during October and November and the countries which furnished the products are shown in the following table.

	Tons		
	Oct.	Nov.	
Mercury and alloys thereof.....	160	46	Italy
Sulfur; Spence Metal.....	4,788	340	U. S. A. Italy
Hydrochloric and nitrohydrochloric acid.....	148	67	Czecho-Slov.
Sulfuric acid, sulfuric acid anhyd.....	260	543	Belgium
Nitric acid.....	260	13	Alsace-Lorr.
Boric acid, borax.....	520	493	United King.
Soda.....	61	39	Danzig
Chloride of lime, barium peroxide, hydrogen peroxide.....	49	4	Dutch Indies
Caustic soda, solid and liquid.....	64	171	Austria
Sodium sulfate.....	680	472	United King. U. S. A.
Vitriol, green and white.....		45	Austria
Lead oxide.....	29	14	Czecho-Slov.
Potassium manganate and perman-ganate.....	45	15	Alsace-Lorr.
Tartar; tartar emetic.....	238	257	Czecho-Slov. Spain Italy
Calcium, aluminum, silicon carbide (carborundum) and other metal carbides.....	143	232	Scandinavia U. S. A.
Calcium nitrate, calcium cyanamide, and other fertilizers.....	1,532	15	U. S. A. Scandinavia
Potassium and sodium sulfide.....	74	77	Belgium Czecho-Slov.
Aniline dyes and other coal tar sul-fur dyes.....	0.8	18.6	No records
Pure and mixed blue; color varnish and Saxon blue from Prussian blue; chrome green; zinc green.....	7.8	9.1	No records
White lead.....	34	19	Austria
Zinc oxide.....	35	79	Italy
Dye-wood extracts.....	109	100	Switzerland
Chalk, prepared, powdered.....	164	29	France
Iron oxide, natural and synthetic.....	127	106	Alsace-Lorr.
Wood alcohol, crude.....	372	297	France America
Turpentine oil, resin oil.....	1,346	775	Czecho-Slov. U. S. A.
Oil: orange, lemon, bergamot, cam-phor, aniseed, rosemary, juniper..	80	68	British India China

Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

799—An importing firm in Sweden wishes to purchase or secure an agency for the sale of rosin, turpentine, pine oils, and other naval stores. Quotations should be given c.i.f. Stockholm or Goteborg. Reference.

802—A firm of importers in England desires to purchase ship-loads of raw phosphate. Quotations should be given c.i.f. Bristol Channel. Reference.

826—An importer in Spain wishes to purchase annually 100 tons of refined paraffin in grade of 123-125 degree F. and 125-127 degrees F. Quotations should be given c.i.f. Pasages. Terms: Cash against documents. Correspondence should be in Spanish. Reference.

835—An agency and consignment is desired by a firm in Italy for the sale of caustic soda, bone fats, carbonate of soda, palm oil, tallow, resin, paraffin, stearine, cottonseed oil, mineral oils, and similar products. Payment to be made through New York banking firm in Italy. References.

839—An inquiry has been received from an importing firm in Italy for cottonseed oil, paraffin, and stearine with a view to securing an agency for the sale of such products. References.

Production of raw sugar in post-war Germany decreased from nearly 2,500,000 metric tons during the year preceding the World War to less than 750,000 tons in the year 1919-20, but since that year the industry has apparently been gradually recovering, says Economist Consul Parmelee at Berlin in a report to the Department of Commerce.

COUNTRIES BUYING HEAVY CHEMICALS FROM GERMANY AT THE CLOSE OF 1921

Official Statistics For October and November Show Tonnage Shipped and Destination—Czechoslovakia Takes Large Quantities of Salt—Heavy Exports of Potassium Products to the United States

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Feb. 11.—Germany's exports of industrial chemicals in October and November are shown in the following table. Weights are given in metric tons. The countries to which shipments were made are included.

	Tons		Countries
	Oct.	Nov.	
Bromides; iodides.....	182	108	U. S. A. United King.
Sulfur; Spence metal.....	80	759	Czecho-Slov. S. E. Asia
Liquid ammonia.....	621	517	Belgium. Italy
Hydrochloric and nitro-hydrochloric acid.....	1,009	671	Switzerland
Sulfuric acid, sulfuric acid anhydride.....	1,821	1,502	Holland
Nitric acid.....	434	610	Holland Italy
Oxalic acid, oxalic potash, acetic acid.....	646	644	Belgium United King.
Lactic acids and salts, tartaric and citric.....	449	336	U. S. A.
Salt.....	66,705	67,302	Czecho-Slov.
Crude potash salts, 12-17.9 per cent. K2O.....	37,905	16,393	Holland U. S. A.
Fertilizer salts, 18-42 per cent. K2O.....	33,584	12,111	Holland Sweden
Barium chloride.....	397	178	U. S. A.
Soda bicarbonate.....	1,830	1,741	Sweden U. S. A.
Chloride of lime, hydrogen peroxide.....	2,179	1,159	U. S. A.
Caustic soda, potash.....	2,547	1,741	Belgium U. S. A.
Potassium chlorate.....	1,250	536	U. S. A.
Sodium sulfate.....	5,601	5,163	Sweden
Copper, iron, zinc vitr.....	650	582	Austria
Ammonia, potassium, sodium, alum, aluminum sulfate.....	4,460	6,250	Switzerland Norway
Chrome, copper, iron alum.....	139	129	Austria
Ammonia nitrate, lead nitrate.....	424	4,971	U. S. A.
Potassium and barium nitrate.....	413	1,150	Denmark U. S. A.
Chromate and bichromate of potas-sium and sodium.....	267	128	Holland
Potassium and sodium silicate.....	1,850	1,399	South America U. S. A.
Potassium and sodium cyanides.....	450	187	
Acetates; lead sugar; Schweinfurt green.....	143	134	Czecho-Slov. Holland
Tartar, tartar emetic.....	117	140	Denmark U. S. A.
Zinc salts, zinc chloride.....	235	202	U. S. A.
Calcium, aluminum, silicon carbide.....	1,962	1,326	Holland
Ammonia sulfate.....	6,364	3,631	Eastern Asia
Arsenious and arsenic acid.....	164	158	South America
Magnesium and calcium chloride, magnesium sulfate.....	5,196	4,135	U. S. A. United King.
Potassium sulfate, potassium mag-nesia sulf., potassium chloride.....	7,016	28,865	Belgium U. S. A.
Calcium nitrate and cyanamide.....	165	214	Danzig
Salicylic acid, benzoic acid, potas-sium and sodium sulfide.....	5,633	3,973	U. S. A.
Sal ammoniac.....	560	237	U. S. A.

Owing to sliding scale agreement, 100,000 work-people, in Lancashire and the North of England en-gaged in the dyeing, bleaching and finishing trades have had their wages reduced. Wages are revised every three months in accordance with the cost of living figures of the Board of Trade. The war bonus for adult operatives was reduced from 33s 3d to 28s 2d for adult males, and from 19s 10d to 16s 9d for adult females. Employers have reduced the bleaching and dyeing rates.

The floating debt of Germany on Feb. 10 amounted to 259,127,311,000 marks, an increase of about 3,500,000,000 marks since Feb. 1.

Heavy Chemicals

Soap, Castile, white pure....lb.	.20	— .32
Powd., U.S.P., bbls.....lb.	.32	— .35
Green, U.S.P. ....lb.	.05	— .06½
Sodium, Acetate, U.S.P. gran. lb.	.12	— .15
Benzoate, gran., U.S.P....lb.	.52	— .65
Bicarb., U.S.P., powd., bbls. lb.	.02¾	— .02½
Bromide, U.S.P., bulk.....lb.	—	.20
Imported, U.S.P. ....lb.	.15	— .16
Cacodylate .....lb.	2.75	— 3.05
Caustic, U.S.P., See Sod. Hydroxide		
Chlorate, U.S.P., 8th Rev.		
Crystals, c.b., 10.....lb.	.13	— .14
Granular, c.b., 10.....lb.	.16	— .17
Chloride, C. P. ....lb.	—	.07
Citrate, U.S.P., Cryst. VIII lb.	—	.60
VIII .....lb.	—	.60
Granular, U.S.P., gran. IX lb.	—	.73
Cyanide 96-98, see Heavy Chemicals		
Glycerophosphate, crystals. lb.	—	1.95
Hydroxide, U.S.P. ....lb.	—	.18
Hypophosphite, U.S.P. ....lb.	—	.75
Iodide, bulk .....lb.	—	3.65
Nitrate, U.S.P. ....lb.	.05	— .05¾
Oxalate, Neutral .....lb.	.35	— .40
Peroxide .....lb.	—	.28
Phosphate, U.S.P., gran.....lb.	—	.07
Recryst. ....lb.	—	.13
Pyrophosphate .....lb.	—	.14
Salicylate, U.S.P. ....lb.	.30	— .32
Resale .....lb.	—	.28
Sulfate (Glauber's Salt) cwt.	1.25	— 1.50
Needle Crystals .....cwt.	—	1.75
Sulfocarbonate .....lb.	.25	— .27
Spartein Sulfate .....lb.	.60	— .70
Strontium Brom. Cryst., blk. lb.	—	.29
Carbonate, pure .....lb.	—	.28
Iodide, bulk .....lb.	—	3.50
Nitrate, Kegs .....lb.	—	.10
Salicylate, U.S.P. ....lb.	.60	— .62

Strychnine Alkd., cryst.....oz.	—	1.20
Alkaloid, Powd. ....oz.	—	1.10
Acetate .....oz.	—	1.10
Glycerophosphate .....oz.	—	1.10
Hydrobromide .....oz.	—	1.10
Hydrochloride .....oz.	—	1.10
Hypophosphite .....oz.	—	1.20
Nitrate .....oz.	—	1.10
Phosphate .....oz.	—	1.10
Sulfate, crystals, powd.....lb.	—	.88
Sugar of Milk, Powder.....lb.	.18	— .18½
Sulfonal, 100-oz. lots.....oz.	—	.38
Sulfonethylethane, U.S.P. ....lb.	—	5.75
Sulfonmethane, U.S.P. ....lb.	—	4.75
Sulfur Iodide, U.S.P. ....lb.	—	3.95
Sulfur, roll, bbls.....100 lbs.	2.15	— 2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	— 3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	— 3.65
Precip., U.S.P. ....lb.	.17½	— .18½
Lac Sulfur .....lb.	.08	— .10
Tartar Emetic, tech. ....lb.	.31	— .32
U.S.P. ....lb.	.36	— .37
Talcum, Amer., bags.....100 lbs.	—	1.00
Purified .....100 lbs.	2.50	— 3.00
Terpin Hydrate .....lb.	.58	— .61
Theobromine Alkaloid .....lb.	5.75	— 6.00
Thymol, crystals, U.S.P. ....lb.	4.50	— 4.75
Iodide, U.S.P., bulk.....lb.	7.75	— 8.00
Tin bichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	.40
Crystals .....lb.	.29	— .30½
Toluene, See Coal Tar Crudes		
Tribromphenol .....lb.	—	.90
Trional .....oz.	—	.47
Urea, Imp. Pharmaceutical...lb.	.40	— .45
Veratrine Sulfate .....oz.	—	2.50
Hydrochloride .....oz.	—	2.60
Witch Hazel, Ext., dble dist.		
Yohimbin, Hydchl. ....oz.	—	12.50
Zinc Carbonate, U.S.P. precip. lb.	—	.37
Chloride, U.S.P. ....lb.	.35	— .40
Nitrate .....lb.	—	.42
Iodide, bulk .....lb.	—	4.00
Oxide, U.S.P., bbls.....lb.	—	.17
Stearate .....lb.	.20	— .25
Sulfate, U.S.P. ....lb.	—	.08

Heavy Chemicals

ACIDS

Acetic, 28 p.c., bbls.....100 lbs.	2.50	— 2.75
56 p.c., bbls.....100 lbs.	5.00	— 5.50
70 p.c., bbls.....100 lbs.	6.50	— 7.00
80 p.c., bbls., Com'l. 100 lbs.	7.80	— 8.64
80 p.c., bbls., pure.....100 lbs.	10.16	— 10.41
Glacial, bbls. ....100 lbs.	9.00	— 10.00
Chlorosulfonic, 98-99 p.c.....lb.	.15	— .16
Hydrobromic com., 48 p.c. lb.	.35	— .37
Pure, 40 p.c. ....lb.	—	.40
Hydrofluoric 30 p.c. bbls.....lb.	.07	— .07½
48 p.c. in carboys.....lb.	.12	— .13
52 p.c. in carboys.....lb.	.13	— .14
60 p.c. in carboys.....lb.	.16	— .17
White Acid .....lb.	.32	— .38
Hydrofluosilicic 35 p.c.....lb.	.10	— .12¾
Lactic, 22 p.c., dark.....lb.	.04	— .04½
22 p.c., light.....lb.	.05½	— .06
44 p.c., dark.....lb.	.09½	— .10
44 p.c., light.....lb.	.12½	— .13
66 p.c. ....lb.	—	.16
80 p.c., Imported.....lb.	—	.18
Mixed, Nitric .....unit	.08	— .08¾
Sulfuric .....unit	—	.01
Muriatic, 18 deg. cboys. 100 lbs.	1.00	— 1.25
20 deg. carboys.....100 lbs.	1.25	— 1.50
22 deg. carboys.....100 lbs.	1.80	— 2.00
Iron Free cboys., 18 deg.		
100 lbs.	1.00	— 1.25
20 deg. ....100 lbs.	1.25	— 1.80
22 deg. ....100 lbs.	1.80	— 2.00
Nitric, 36 deg. carboys.....lb.	.05¾	— .06
38 deg. carboys.....lb.	.05¾	— .06¾
40 deg. carboys.....lb.	.06¾	— .07
47 deg. carboys.....lb.	.06¾	— .07½
Oxalic, bbls .....lb.	.13	— .14½
Phosphoric, 50 p.c., tech.....lb.	.10	— .11
Syrupy, 65 p.c.....lb.	.16	— .19
Pyroligneous, Tech. ....gal.	.10	— .10¾
Sulfuric, Tank carlots		
60 deg., f.o.b. wks.....ton	10.00	— 10.60
66 deg., f.o.b. wks.....ton	16.00	— 16.50

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40 p.c. oleum.....ton	35.00	-40.00	Anhydrouslb.	.35	-.40	Imported100 lbs.	4.95	- 5.00
60 p.c. oleum.....ton	65.00	-75.00	Oxidelb.	.07	-.07½	Tartrate (verdigris substitute).....lb.	-	- .30
Sulfurous com.....lb.	.12	-.14	Sulfide, Crimson .....lb.	-	-.55	Copperas, wks. ....100 lbs.	.75	- 1.00
Tannic, Tech.....lb.	.40	-.55	Golden No. 1.....lb.	.20	-.25	Ferric Chloride, crys.....lb.	.10	-.11
Tungstic .....lb.	1.00	-1.05	Vermillion .....lb.	-	-.55	Liquid, 40 deg.....lb.	-	-.06½
Acetone .....lb.	.12½	-.13	Tartrolactate .....lb.	-	-.47	Ferrous Chloride, crys.....lb.	.06	-.06½
Acetic Anhydride, 85 p.c.....lb.	-	-.40	Arsenic, white .....lb.	.07	-.07½	Sulfide .....100 lbs.	2.25	- 2.25
Acetyl Chloride, Redistilled.....lb.	.45	-.50	Red .....lb.	.11	-.12	Flake White .....lb.	.09½	- .10½
Alum, ammonia, lump.....lb.	.03½	-.03¾	Barium, chloride .....ton	55.00	-75.00	Fluorspar, Powdered .....ton	28.00	-35.00
Imported .....lb.	-	-	Imported .....ton	53.00	-55.00	Acid Grade, f.o.b. mines, ton	-	-20.00
Ground .....lb.	.03½	-.03¾	Blinoxide .....lb.	.21	-.22	Fuller's Earth, f.o.b. mines, ton	16.00	-17.00
Powdered .....lb.	.04	-.04½	Imported .....lb.	.16	-.17	Imported .....ton	35.00	-40.00
Chrome .....lb.	.07½	-.08	Carbonate .....ton	74.00	-85.00	Fusel Oil, crude .....gal.	1.55	- 1.65
Potash lump .....lb.	.05	-.05½	Imported .....ton	-	-50.00	Refined .....gal.	3.00	- 3.30
Imported .....lb.	.03	-.03½	Nitrate .....lb.	.09½	-.10	Kieselguhr .....100 lbs.	1.75	- 2.00
Ground .....lb.	.05½	-.06	Imported .....lb.	.06½	-.07	Lead Acetate, white cryst.....lb.	.11	-.11½
Powdered .....lb.	.06	-.06½	Barytes, floated, white.....ton	28.00	-29.00	White Cakes, broken.....lb.	.10½	-.11
Chrome .....lb.	.06½	-.07	Blanc Fixe, .....ton	70.00	-85.00	Granulated .....lb.	.10½	-.11½
Soda, Ground .....100 lbs.	3.50	-4.00	Imported .....ton	40.00	-42.00	Brown Cakes, broken.....lb.	.09½	-.10½
Aluminum chloride, carboys.....lb.	.04	-.05	Bleaching Pd., f.o.b.wks.100 lbs.	2.00	-2.10	Arsenate, powdered .....lb.	.15	-.18
Anhydrous .....lb.	.35	-.40	Export, F.A.S. ....100 lbs.	2.25	-2.35	Paste .....lb.	.08	-.10
Sulfate Iron free.....100 lbs.	2.50	-3.00	Imported .....100 lbs.	-	-2.10	Nitrate .....lb.	.15	-.18
Commercial .....100 lbs.	1.60	-2.00	Bromine, Purified wks.....lb.	-	-.20	Oxide, Litharge, Amer. pd.....lb.	.07½	-.07½
Aluminum hydrate light.....lb.	.20	-.22	Calcium Acetate .....100 lbs.	-	-1.75	Red, American .....lb.	.08	-.08½
Ammonia, Anhydrous .....lb.	-	-.30	White .....lb.	.18	-.19	Sulfate, basic white.....lb.	.06½	-.07
Ammonia Water, 26 deg.....lb.	.06½	-.07½	Arsenate .....lb.	.04½	-.05	White, Basic Carb., Amer. dry .....lb.	.07½	-.07½
20 deg.....lb.	.06	-.08	Carbonate .....100 lbs.	1.00	-1.35	Lithopone .....lb.	.06	-.06½
18 deg.....lb.	.05½	-.07½	Chloride, solid, f.o.b.N.Y.ton	-	-24.75	Imported .....lb.	.05	-.05½
16 deg.....lb.	.05	-.07	Imported .....ton	-	-20.00	Lime, hydrate .....lb.	.01	-.01½
Ammonium Bifluoride .....lb.	.20	-.24	Granulated, f.o.b. N.Y.ton	-	-30.75	Acetate .....100 lbs.	-	-1.75
Imported .....lb.	.20	-.22	Flaked, f.o.b. N.Y.....ton	-	-30.75	Nitrate .....ton	-	-40.00
Carbonate .....lb.	.08	-.09	Anhydrous .....lb.	.14	-.15	Sulfur, Powd. ....lb.	.10½	-.12
Lactate .....lb.	-	-.17	Lactate .....lb.	-	-.13½	Magnesite .....ton	70.00	-72.00
Nitrate .....lb.	.05½	-.06½	Nitrate .....ton	-	-40.00	Magnesium Sulfate, tech.100 lbs.	1.85	- 2.00
Persulfate, bulk .....lb.	-	-.50	Chlorine, liquid .....lb.	.06	-.06½	Imported .....lb.	1.00	- 1.10
Sal Ammoniac, gray .....lb.	.07½	-.08½	Carbon bisulfide, C.L. & lessib.	.06	-.07	Carbonate, tech. ....lb.	.06	-.08
Imported .....lb.	.06½	-.07	Carbon black .....lb.	.12	-.20	Chloride, fused, f.o.b. N.Y.ton	36.00	-40.00
Granulated, white .....lb.	.07½	-.07¾	Carbon tetrachlor., C.L.&lessib.	.10½	-.12	Imported, fused & gran.ton	32.00	-36.00
Imported .....lb.	.06½	-.07	Cobalt Oxide .....lb.	2.00	-2.25	Flaked, f.o.b., N. Y.....ton	38.00	-42.00
Lump .....lb.	.15	-.16	Copper Carbonate .....lb.	.20	-.21	Fluosilicate, 30% soln.100 lbs.	8.00	-10.00
Sulfate, dbl. bags,f.a.s.100 lbs.	2.75	-2.90	Cyanidelb.	.53	-.60			
*Dom., Bulk, wks.....100 lbs.	2.25	-2.30	Oxidelb.	.15	-.15½			
			Subacetate (Verdigris)lb.	-	-.30			



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Cotton Solution	— .35	Carbonate	3.75	— 4.25	Licorice, U.S.P., Mass.....	— .25
Coumarin, refined, see Aromatic Chemicals		Haarlem Oil, dom.....	— 3.50		Powdered	— .40
Cream Tartar, U.S.P.	— .26½	Imported	5.40	— 5.50	Sticks	— .50
Imported, U.S.P. ....	.23	Hexamethylenetetramine ..	.70	— .72	Comp. Powder .....	.11
Creosote, U.S.P. ....	.40	Hydrastine, Alkaloid	17.50	— 18.00	Lithium Carbonate	— 1.50
Carbonate	1.75	Hydrochloride	17.50	— 18.00	Citrate	1.60
Cresol, U.S.P. ....	.12	Sulfate	17.50	— 18.00	Magnesium Carb. U.S.P.bbls.	.12
Diethyl Phthalate .....	.85	Hydrastinine Alkaloid	— 60.00		Technical, bbls. ....	.06
Dionin, See Morph. Ethyl Hydrochl.		Hydrogen Peroxide, U.S.P., 19 gr. lots			Blocks, cases, 1, 2, 4 ozs.	.18
Dover's Powder, U.S.P.....	— 2.20	4-oz. bottles	7.50	— 8.50	Glycerophosphate	— 3.00
Duboisine Sulfate	— 60.00	8-oz. bottles	12.00	— 12.25	Hypophosphite	— 1.20
Emetine Alk., 15 gr. vials..	— 1.00	16-oz. bottles	20.00	— 20.25	Oxide	— .53
Hydrochloride, U.S.P.....	16.00	Hydroquinone, bulk	1.35	— 1.45	Peroxide, cans	— 2.15
15 gr. vials	— .75	Hyoscine Hydrobromide	12.00	— 14.00	Salicylate .....	.60
Epsom Salt, U.S.P.....	100 lbs. 2.50	Hyoscyamine Alkaloid	18.00	— 20.00	Sulfate, (See Epsom Salt)	
Technical	100 lbs. 1.00	Sulfate	18.00	— 20.00	Malt Syrup kegs.....	— .10
Ergotin, Bonjean	— 10.00	Iodides, See Potass. Iodide, etc.			Manganese Glycerophos.	— 3.00
Eserine Sulfate	— 14.50	Iodine, Resublimed	— 4.05		Hypophosphite, U.S.P., VIII..	1.85
Salicylate	— 18.00	Tincture, U.S.P., bbls....	4.00	— 4.10	Iodide	— 5.65
Alkaloid	— 40.00	Iodoform, Powdered, bulk..	— 5.00		Sulfate, Crystals	— .30
Ether, U.S.P., Conc. bulk....	— .14	Iron Citrate, U.S.P., VIII..	— .99		Menthol, Crystals	5.25
Washed, bulk	— .31	and Ammon Citrate, U.S.P..	— .84		Mercury, flasks, 75 lb.....	ea. 49.00
Nitrous, conc.	— .97	Green scales, U.S.P.....	— .84		Bisulfate	— .49
U.S.P., 1880, bulk	— .39	Cacodylate	9.00	— 9.50	Blue Mass	— .56
Anaesthesia, bulk	— .17	Chloride, cryst. (ferric)....	.10	— .11	Powdered	— .58
Motor Ether, 1 lb. cans.....	— .26	Hypophosphite	1.50	— 1.60	Blue Oint., 30 p.c.....	— .56
Ethyl Acetate, pure.....	.93	Iodide	— 3.80		50 p.c.	— .72
85 p.c. Ester.....	.57	Syrup, U.S.P. 1900.....	— .30		Citrine Ointment	— .48
Bromide	— 1.50	Oxalate, scales .....	.80	— .82	Calomel, Amer.	— .48
Chloride	— .55	and Ammonium, cryst.....	.45	— .50	Corrosive Sublimate, cryst..	— .88
Ethyl Methyl Ketone.....	.13	and Potassium .....	.47	— .50	Powdered Granular	— .71
Eucalyptol, U.S.P., See Aromatic Chemicals		and Sodium, cryst.....	.40	— .45	Iodide, Green	— 3.21
Formaldehyde	— .10	Phosphate, U.S.P.....	— .89		Red	— 3.21
Second Hands	— .09½	Pyrophosphate, U.S.P.....	— .94		Yellow	— .32
Gelatin, silver .....	.90	Metallic, Reduced	— .60		Red Precipitate	— .97
Gold Label	—	lanolin, hydrous, U.S.P.....	.12	— .15	Powdered	— 1.07
Glycerin		Anhydrous .....	.15	— .18	White Precipitate	— 1.12
C.P. drums, bbls., extra....	.16½				Powdered	— 1.17
Cans18				With chalk	— .56
Dynamite, drums, loose15					
Saponification, loose11½					
Soap Lye, loose10½					



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Methyl salicylate, see Aromatic Chemicals		Caustic, U.S.P. (by alcohol)lb.	— — .45	Ethyl Carbonate	oz. — — 1.10
Methylene Blue, medicinal..lb.	4.00 — 4.25	U.S.P. purified	— — .30	Ferrocyanide	oz. — — .88
Milk, powdered .....	.14 — .15	Chlorate, Imp., Powd.....lb.	.06 — .06½	Formate	oz. — — .88
Mineral Oil, white .....	.75 — 1.25	Chromate, cryst. yellow,		Glycerophosphate	oz. — — .88
Morphine, Acet., 10-oz. in 5s.oz.	— — 4.90	tech. 1-lb., c. b. 10.....lb.	— — .42	Hydriodide	oz. — — .88
Hydrobromide, 10-oz. in 5s.oz.	— — 4.90	Citrate, bulk, U.S.P.....lb.	— — .65	Hydrobromide	oz. — — .79
Hydrochloride, 10-oz. in 5s.oz.	— — 4.90	Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90	Hydrochloride	oz. — — .74
Sulfate, 10-oz. in 5s.....oz.	— — 4.90	Guaiacol Sulfonate	2.25 — 2.75	Japanese	oz. — — .72
Diacetyl, Alk., 10 oz., ¼s.oz.	— — 8.40	Hypophosphite, bulk	— — .85	Hydrochlor. & Urea.....oz.	— — .88
Diacetyl Hydcl., 10 oz., ¼s.oz.	— — 7.60	Iodide, bulk	— — 3.15	Hypophosphite	oz. — — .88
Ethyl Hydcl., 10 oz., ¼s.oz.	— — 8.95	Second Hands	— — 3.10	Lactate	oz. — — .88
Opium cases, U.S.P.....lb.	— — 5.75	Lactophosphate	— — .90	Phenolsulfonate	oz. — — .88
Granular	— — 7.00	Nitrate, see Saltpetre		Phosphate	oz. — — .79
Powdered, U.S.P. ....lb.	— — 7.00	Oxalate, Neutral .....	.40 — .45	Salicylate	oz. — — .79
Oxgall, pure, U.S.P. ....lb.	— — 1.50	Permanganate, U.S.P. ....lb.	.14 — .15	Tannate	oz. — — .60
Pancreatin	1.50 — 1.60	Salicylate	— — .75	Tartrate	oz. — — .88
Papain	2.25 — 2.35	Sulfate, C.P. ....lb.	.35 — .38	Valerate	oz. — — .98
Parafomaldehyde .....	.50 — .55	Tartrate	— — .65	Quinidine Alk., crystals, tinsoz.	— — .96
Pepsin Powd., U.S.P.....lb.	— — 2.50	Pumice Stone, lump.....lb.	.04 — .05	Sulfate, tins	oz. — — .71
Petrolatum, green, bbls.....lb.	.02½ — .03	Powdered .....	.03 — .04	Resorcinol, crystals, U.S.P..lb.	1.75 — 1.90
Light Amber	— — .05	Pyridin	— — 1.75	Resale	lb. 1.60 — 1.75
Lily White .....	.05 — .07½	Quinine Sulf., 100-oz. tins.oz.	— — .60	Technical, See Intermediates	
Snow White .....	.09 — .10	1-oz. tins	— — .68	Rochelle Salts, crystals.....lb.	— — .21
Phenolphthalein	1.40 — 1.50	Imported, Java	— — .60	Imported, U.S.P. ....lb.	— — .18
Phosphorus, yellow .....	.26 — .30	Imported, Japanese .....	.58 — .59	Rosewater, triple	gal. — — 1.25
Pilocarpine, hydrochloride .oz.	— — 6.00	Bisulfate, 10-oz. tins.....oz.	— — .60	Saccharin, U.S.P. ....lb.	1.90 — 1.95
Alkaloid, 15 gr. vial.....ea.	— — .80	Alkaloid	— — .79	Resale	lb. 1.90 — 1.95
Nitrate	— — 6.25	Acetate	— — .88	Salicin, bulk	lb. 4.00 — 4.25
Piperazine Hydrate	— — .50	Arsenate	— — .88	Salol, U.S.P., bulk.....lb.	.75 — .80
Plaster Paris, true dental..bbl.	4.35 — 4.50	Benzoate	— — .88	Saltpetre, Double ref. bbls..lb.	.07½ — .09½
Podophyllin	4.00 — 4.25	Citrate	— — .88	Santonin, cryst., U.S.P.....lb.	147.00 — 150.00
Potassium acetate	— — .37	Dihydrochloride	— — .88	Powdered	lb. 148.50 — 151.50
Bicarbonate, U.S.P. ....lb.	.07½ — .09	Dihydrobromide	— — .88	Seidlitz Mixture, bbls.....lb.	— — .17
Bisulfate	— — .40			Silver Nitrate, 500 oz. lots.oz.	.44 — .44½
Bromide Crystals, bulk.....lb.	— — .19			Nucleinate	oz. — — .36
Granulated	— — .19			Resale	oz. .25 — .28
Imported, U.S.P.lb.	.14 — .15			Proteinates	oz. — — .34
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EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when secondhands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	—1.20 Amer. Gallons
1 American Gallon	—833 Imperial Gallon
1 American Gallon	—3.79 liters
1 Liter	—264 American Gallon
1 American Gallon (H ₂ O)	weighs 8.35 pounds
1 Pound (Avoirdupois)	weighs .454 Kilogram
1 Kilogram	weighs 2.20 pounds (Avoirdupois)

Acids

Acetic, See Heavy Chemicals	
Acetyl-salicyc.	.75 — .80
Benzoic, U.S.P.	.60 — .70
Boric cryst., bbls.	.114 — .124
Powdered, bbls.	.114 — .124
Butyric Tech., 98 p.c.	.90
Camphoric	4.27 — 4.50
Carbolic cryst., U.S.P., drs.	.12 — .15
1-lb. bottle	.27
5-lb. bottle	.23
50 to 100-lb. tins.	.19
Liquid, U.S.P., 1 lb. bot.	.26
Crude, 25 p.c.	.30 — .35
Chromic, 98 p.c.	.45
Chrysophanic	1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	.45
Powdered	.46
Imported, kegs	.44 — .45
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech.	.15 — .16
Gallic, U.S.P., bulk.	.80 — .90
Glycerophosphoric, 25 p.c.	1.65 — 1.75
Hydrobromic, 40 p.c., pure.	.40
Hydrochloric, C.P., carboys.	.07 — .08
Hydrochloric, sp. g. 1.150.	.20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	1.65 — 1.70
U.S.P., 10 p.c.	.37
Lactic, U.S.P., VIII.	.55 — .60
U.S.P., IX	.65 — .70
Molybdic, C.P.	3.00
Muriatic, see Heavy Chemicals	
Nitric, C.P.	.08 — .10
Nitro Muriatic	.20 — .23
Oxalic, See Heavy Chemicals	
Picric, kegs, see Intermediates	
Phosphoric, 85-88 p.c., syr. U.S.P.	.16 — .19
50 p.c., tech.	.10 — .11
Pyrogallic, resublimated	.15 — .175
Salicylic, bottles	1.20 — 1.30
Salicylic, U.S.P.	.24 — .26
Second Hands	.22 — .23
Sulfuric, C.P.	.07 — .08
Sulfurous (6-7 p.c.)	.05 — .06
Tannic, U.S.P.	.60 — .75
Tartaric, Crystals, U.S.P.	.30
Powdered, U.S.P.	.30
Imported, U.S.P., Cryst.	.24 — .26
Powdered	.24 — .26

Fine Chemicals

Acetanilid, C.P., bbl. blk.	.32 — .33
Acetone	.12 1/4 — .13
Acetphenetidin	.165
Aconitine, Alkaloid, cryst.	.23.00
Amorphous	.16.00
Adeps Lanae, See Lanolin	
Albumen, Eggs, edible	.75
Alcohol, 190 proof, U.S.P.	4.80
Cologne Spirit, 100 proof	4.85
Second Hands, U.S.P.	4.75
For Export, U.S.P.	.40 — .45
Wood ref., 95 p.c.	.60 — .62
Pure	.63 — .68
Acetone free	.75 — .85
Second Hands, 95-97 p.c.	.80 — .85
Denatured Complete	.55 — .60
Second Hands	.35 — .38
Butyl	.34 — .36
Iso-propyl, bbls.	.21 — .25
Alolin, U.S.P., powd.	.80 — .85
Amidopyrine	4.25 — 4.40
Ammonium, Acetate, cryst.	.37 — .40
Benzoate, cryst., U.S.P.	.85 — .90
Bichromate, C. P.	.65 — .70
Bromide, gran., bulk.	.28
Imported	.16 — .18
Carb. Dom., U.S.P., kegs.	.13 — .14
Chloride, U.S.P.	.18
Hypophosphite	1.35 — 1.40
Ichthyolate (as to brand)	.75 — 2.50
Iodide	.490
Nitrate, C. P.	.40
Oxalate, Pure	.45 — .58
Phosphate (Dibasic)	.40 — .42
Monobasic	.18 — .20
Salicylate, U.S.P.	.53 — .55
Water, Ammonia, (See Heavy Chemicals)	
Amyl Acetate, bulk, drums	1.95 — 2.40
Antimony Chlor. (Sol. butter of Antimony)	.10
Needle Powder	.04 1/4 — .05
Antipyrine, bulk	1.65 — 1.75
Apomorphine Hydrochlor. 1/4 oz.	12.00 — 12.05
Arcoline Hydrobromide .02 oz.	14.00 — 15.00
Argols, red, powd.	.08 — .10
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous iodide, U.S.P.	.610
Aspirin	.75 — .80
Atropine, Alk. U.S.P., 1-oz. v. oz.	9.00 — 10.00
Sulfate, U.S.P., 1-oz. v. oz.	6.25 — 5.40
Barbital	.125
Barium Carb. prec., pure	.25
Dioxide	.17 — .21
Iodide	5.65
Nitrate	.07 — .10
Bay Rum	
Denatured Salicy. Acid. gal.	3.20 — 3.25
or Tartar Emetic	
Denatured, quinine	3.50 — 3.60
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthol	2.65 — 2.75
Berberine Hdehl.	.22.00
Acid Sulfate	22.00 — 25.00
Neutral sulfate	22.00 — 25.00
Bismuth Metallic	2.10
Ammon. Citrate, U.S.P.	2.30
Citrate, U.S.P.	2.30
Oxychloride	2.50
Salicylate	1.55
Subbenzoate	2.75
Subcarbonate, U.S.P.	2.10
For X-ray Diagnosis	2.65
Subgallate	2.00
Subiodide	3.95
Subnitrate	2.00
Second Hands	1.85 — 2.00
Subsalicylate	2.20
Tannate	2.00
Borax, in bbls.	.05 1/4 — .06
U.S.P. Kegs	.06 — .06 1/4
Brucine Sulfate	.25 — .35
Bromine, purified (works)	.20
Bromoform	1.75
Bromides, See Potass. Brom. etc.	
Cadmium Bromide, crystals	.95 — 1.00
Iodide	4.20
Metal sticks	1.00
Caffeine alkaloid, bulk.	3.75
Resale	3.75
Hydrochloride	8.00
Hydrobromide	5.35 — 5.60
Citrate, U.S.P.	3.80 — 4.00
Sulfate	6.25

CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade further subdivided according to class.

Essential Oils — include the oleoresins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	.175
Hypophosphite	.45
Iodide	4.20
Phosphate, Precip.	.13 — .14
Monobasic	.30 — .32
Sulfocarbonate	.48 — .50
Camphor, Am. ref'd bbls. blk.	.96
16's in 1-lb. carton	1.01
24's in 1-lb. carton	1.01 1/2
32's in 1-lb. carton	1.02
Japan refined, 2 1/2 lb. slabs	.91 — .92
Tablets (as to size)	.95 — 1.00
Chinese refined	.91 — .92
Monobromated, bulk	1.70 — 1.75
Caramel	.55 — .66
Carmine, No. 40	.450
Casein, Edible	.35 — .40
Technical	.14 — .15
Castor Oil, AA bbls.	.11 1/4 — .12
Cerium Oxalate	.40 — .45
Chalk, Precip., light	.04 — .05
Heavy	.03 1/4 — .04
Drop	.09
Charcoal, Powd.	.04 — .05
Willow, Powd.	.06 — .08
Bone Black, Powd.	.08
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots	.86
Chloroform, U.S.P.	.43
Second Hands	.37 — .40
Cinchonidin, Alk., crystals	.90
Sulfate	.60
Cinchonine, Alk., crystals	.54
Sulfate	.60
Cocaine, Hydrochl., Cryst.	6.00
Gran. Powd.	6.00
Imported	6.00
Cocoa Butter, bulk.	.34
Fingers, cases	.35 1/4 — .38
Codeine, Alk., 10 oz. bulk	6.10
Hydrobromide	4.90
Hydrochloride	5.80
Nitrate	5.50
Phosphate	4.55
Salicylate	4.55
Sulfate	4.90
Cod Liver Oil, New'd.	18.00
Norwegian	21.00
Colchicine, Alkaloid	.30
Salicylate	.30
Collodion, U.S.P.	.25 — .27
Flexible, U.S.P.	.28 — .30
Corn Syrup	100 lbs. 2.27 — 2.57

IODINE

The successful use of Tincture Iodine and Iodides on the Battlefields and in the Hospitals of the World War has proven their wonderful value under the most trying conditions.

New uses are being found daily, and in the march toward its own, Iodine and its compounds will always be represented by COOPER'S LABEL as the Highest Quality and Purity obtainable.

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IRON MERCURY SODIUM

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Amidopyrine - Guaiacol
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Ichthyfos (Ammonium Ichthyolate)
Sodium Methylarsinate

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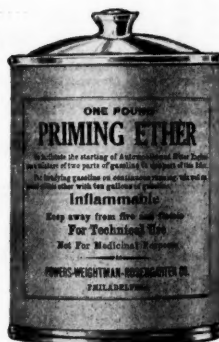
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Glycerophosphates Quinine Sulphate
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in

COLD
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Manufacturing Chemists

New York PHILADELPHIA St. Louis

N. Y. Q. PRODUCTS

Acetanilide, U. S. P.
Bismuth Subnitrate and
other Bismuth Salts
Codeine and its Salts
Creosote, U. S. P.
Creosote Carbonate, U. S. P.
Diacetyl-Morphine
Glycerophosphates
Hexamethylenamine
Iodoform
Mercurials (Hard)
Morphine and its Salts
Opium Powder, U. S. P.
Opium Gran., U. S. P.
Potassium Iodide

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King of Alleviators

CAREFUL regulation and the wisdom of modern science tend more and more to remove morphine from the danger of careless and indiscriminate use, and to make it truly a boon to mankind.

The use of N. Y. Q. morphine and its salts in your prescriptions means the utmost service to both the physician and patient.

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Quinine and its Salts
Silver Nucleinate
Silver Proteinate
Sodium Benzoate
Strychnine and its Salts
Thymol Iodide

There can be no higher degree of purity than that which is presented to you under the label of



Heavy Chemicals

Manganese Chloride	lb. .12	— .15	*Potass. Prussiate, red.....	lb. .55	— .70	Sodium Nitrite	lb. .07 1/4	— .07 1/4
Dioxide, 80-84 p.c.....	ton 55.06	— 60.06	Yellow	lb. .25	— .26	Perborate, imp. & domestic	lb. .19	— .35
85-90 p.c.	ton 60.00	— 70.06	Sulfate	unit	— 1.00	Peroxide	lb. .25	— .27
Sulfate	lb. .11	— .13	Titanium Oxalate	lb. —	— .50	Phosphate (tri)	lb. .05 1/4	— .06
Nickel oxide	lb. .40	— .45	Salt, tech.	ton 12.00	— 15.00	di-Sodium, U.S.P., gran.	lb. .07 1/4	— .08 1/4
Salts, single	lb. .11	— .12	Salt Cake, bulk.....	ton 17.00	— 20.00	Technical	lb. .04	— .04 1/4
double	lb. .10	— .11	Saltpetre	lb. .07 1/4	— .09 1/4	Mono-Sodium, ref.	lb. .35	— .38
Nitre Cake, bulk wks.....	ton 4.00	— 4.50	Imported	lb. .06 1/4	— .07	Prussiate, Yellow	lb. .18 1/4	— .18 1/4
Orange Mineral	lb. .11	— .13	Soda Ash, 58 p.c. light.100 lbs.	1.65	— 1.70	Silicate, 60 deg.....100 lbs.	3.00	— 3.50
Paris Green	lb. .23	— .26	Basis, 48 p.c.wks.bgs.100 lbs.	1.30	— 1.35	40 deg.	100 lbs. .95	— 1.75
Paris White	ton 15.00	— 16.00	Dense, 58 p.c. bags.100 lbs.	1.90	— 2.00	Silicofluoride	lb. .07 1/4	— .08
Phosphorus red	lb. —	— .50	Basis, 48 p.c. wks.bgs.100 lbs.	1.32 1/2	— 1.37 1/2	Sulfate, Gl'b salt.....100 lbs.	1.25	— 1.50
Imported	lb. .25	— .40	Caustic, 76 p.c.....100 lbs.	3.30	— 3.40	Sulfide, 60 p.c.	lb. .05	— .05 1/4
Yellow	lb. —	— .35	Basis, 60 p.c. wks.100 lbs.	2.50	— 2.60	Imported	lb. .04 1/4	— .04 1/4
Imported	lb. .23	— .30	Ground, 76 p.c. wks.100 lbs.	4.00	— 4.25	30 p.c. crystals	lb. .03	— .03 1/4
Oxychloride	lb. .45	— .50	Sodium Acetate	lb. .04	— .04 1/4	Sulfite, Crystals	lb. .03 1/4	— .03 1/4
Sesquisulfide	lb. —	— .40	Aluminum Sulfate	100 lbs. 3.50	— 4.00	Dessicated	lb. .09 1/4	— .10 1/4
Trichloride	lb. .60	— .65	Bicarbonate, bbls.&kgs.100 lbs.	2.30	— 2.55	Thiocyanate (Sulfocyanide)	lb. .45	— .47
Plaster of Paris, tech.....	bbl. 4.25	— 4.50	Bichromate	lb. .07 1/4	— .08 1/4	Strontium Nitrate	lb. .14	— .16
Potash Caustic, 88-92.....	lb. .06	— .10	Bisulfate, bulk, wks.....	ton 4.00	— 4.50	Imported	lb. .09	— .11
Imported	lb. .05 1/4	— .05 3/4	Bisulfite, Powd.	lb. .04 1/4	— .04 1/4	Carbonate imp.	lb. .10	— .15
70-75 p.c.	lb. —	—	Solution 32-40 deg...100 lbs.	1.35	— 2.00	Sulfur Chloride, red.....	lb. .05	— .06
Potassium Bichromate	lb. .10	— .10 1/4	Carbonate Sal. bbls.100 lbs.	1.65	— 1.90	Yellow	lb. .04 1/4	— .05
Powered	lb. .13	— .13 1/4	Chlorate	lb. —	— .07	Sulfur Dioxide liq. cyl.....	ton 20.00	— 25.00
Binoxalate, tech.	lb. .40	— .42	Imported	lb. —	— .06 1/4	Sulfur, crude	100 lbs. 1.45	— 2.00
Carbonate, 80-85 p.c.....	lb. .04 1/4	— .05	Chloride, tech.	ton 12.00	— 15.00	Flour Com'l., bbls.....100 lbs.	2.75	— 3.65
Hydrated	lb. .05 1/4	— .06	Cyanide, 96-98 p.c.....	lb. .26	— .28	Flowers, 100 p.c.	100 lbs. 2.75	— 3.65
*85-90 p.c.	lb. —	—	73-76 p.c.	lb. .23 1/4	— .25	Sulfuryl Chloride	lb. —	— 1.00
90-95 p.c.	lb. —	—	*Imported 120%	lb. .22 1/4	— .23	Tartar Emette, tech.....	lb. .31	— .33
96-98 p.c.	lb. .06	— .10	*128 p.c.	lb. .25	— .26	Tin, bichloride 50 p.c. Sol'n.	lb. .10 1/4	— .10 1/4
Chlorate, cryst.	lb. .08	— .09	Fluoride	lb. .09	— .10	Crystals	lb. .28	— .30 1/4
Powdered, American	lb. .08	— .09	Hydroxide	lb. .40	— .45	Oxide	lb. .37	— .38
Imported, pow. & crys.....	lb. .05 1/4	— .06	Hyposulfite, Crys.,bbls.100 lbs.	3.25	— 3.50	Tetrachloride	lb. .20 1/4	— .22
Swedish, Powd.	lb. .07 1/4	— .08	Granulated	100 lbs. 3.70	— 4.05	Whiting	100 lbs. 1.00	— 1.35
Muriate, basis 80 p.c....unit	70	— 75	Tungstate, crys.	lb. .80	— .85	Imported	100 lbs. .70	— .75
Metabisulfite	lb. .23	— .25	Dessicated	lb. .70	— .75	Zinc, carbonate	lb. .16	— .18
Perchlorate	lb. .12	— .14	Nitrate, crude	100 lbs. 2.35	— 2.45	Chloride, Fused	lb. .07	— .07 1/4
Permanganate, Com'l'	lb. .14	— .16	Double refined, Gran.....	lb. .05	— .05 1/4	Granulated	lb. .08	— .08 1/4
Imported	lb. .11	— .13	*Nominal			Imported fus'd & gran.	lb. .04 1/4	— .05 1/4
U.S.P., See Fine Chemicals						Cyanide	lb. .42	— .43
						Oxide, French	lb. .11	— .12 1/4
						American	lb. .08	— .09
						Sulfate	lb. .03	— .03 1/4

VICTOR CHEMICAL WORKS

New York CHICAGO St. Louis
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Manufacturers of

ACIDS

FORMIC
OXALIC
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Baking Powder Chemicals
Ammonium Phosphate

EPSOM SALTS

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NITRATE
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DOUBLE REFINED CRYSTALS
GRANULATED OR POWDERED



BATTELLE & RENWICK

Estb. 1840

Incp. 1902

80 Maiden Lane, New York, N. Y.

Coal-Tar Products

Crudes

Anthracene 80-88 p.c.	lb.	.75	— 1.00
40-45 p.c.	lb.	.12	— .18
Benzene, C. P.	gal.	.29	— .35
Resale, drums incl. F.A.S.	gal.	.39	— .41
90 p.c.	lb.	.27	— .33
Carbazol	lb.	.85	— 1.00
Cresylic Acid, 95 p.c. dark.	gal.	.45	— .47
Straw, 97-99 p.c.	gal.	.50	— .52
Cresol, U.S.P.	lb.	.12	— .15
Creosote oil	gal.	.20	— .22
Dip. oil	gal.	.24	— .26
Naphthalene, balls	lb.	.08½	— .09¼
Flake	lb.	.07½	— .08¼
Second Hands	lb.	.06¾	— .07
Phenol, Gov't Surplus	lb.	.12	— .17
Open Market	lb.	.11½	— .14
Natural	lb.	.15	— .16
Pitch, various grades	ton	14.00	— 18.00
Solvent naphtha	gal.	.25	— .31
Tar Acid Oil, 25 p.c.	gal.	.24	— .26
50 p.c.	gal.	.34	— .36
Toluene, pure	gal.	.30	— .36
Xylene, 10 deg. dist. range.	gal.	.35	— .41
5 deg. dist. range.	gal.	.40	— .46
Nitration, 2 deg. range.	gal.	.45	— .51

Intermediates

Acid 1, 2, 4.	lb.	.80	— .85
Acid, Anthranilic	lb.	1.30	— 1.35
Technical	lb.	1.10	— 1.15
Acid Benzole, tech.	lb.	.45	— .50
Acid Broenner's	lb.	1.55	— 1.60
Acid Chloracetic, tech.	lb.	.38	— .40
Acid Cleves	lb.	1.52	— 1.55
Acid Gamma	lb.	2.00	— 2.25
Acid H	lb.	.90	— 1.00
Acid Laurent's	lb.	.75	— .80
Acid Metanilic	lb.	1.60	— 1.65
Acid Monosulfonic F (delta)	lb.	2.30	— 2.35

Acid Naphthionic, Crude	lb.	.65	— .70
Refined	lb.	.70	— .75
Acid Neville & Winther's	lb.	1.30	— 1.35
Acid Phthalic	lb.	.32	— .35
Anhydride	lb.	.65	— .70
Acid Picramic	lb.	.35	— .37
Acid Picric	lb.	.20	— .22
Acid Salicylic, tech.	lb.	.20	— .21
Acid Sulfanilic, tech.	lb.	.24	— .25
Acid Tobias	lb.	1.60	— 1.65
Acetanilide, tech.	lb.	.27	— .29
p-Aminoacetanilide	lb.	1.25	— 1.30
Aminoazobenzene	lb.	—	— 1.15
p-Aminophenol	lb.	1.30	— 1.40
Hydrochloride	lb.	1.50	— 1.60
o-Aminophenol	lb.	2.50	— 2.75
Aniline Oil, (drums extra)	lb.	.16	— .17
Aniline Salt	lb.	.20	— .24
o-Anisidine	lb.	2.00	— 2.10
p-Anisidine	lb.	3.00	— 3.05
Technical	lb.	1.65	— 1.70
Antraquinone Subl.	lb.	1.40	— 1.45
25 p.c. paste	lb.	.75	— .80
Bayer's Salt	lb.	—	— 1.00
Benzaldehyde, Tech.	lb.	.45	— .50
Benzidine Base	lb.	.90	— .95
Sulfate	lb.	.70	— .75
Benzoyl chloride	lb.	1.00	— 1.05
Benzylchloride, redistilled	lb.	.30	— .32
Bromobenzene	lb.	.35	— .37
Chlorobenzene	lb.	.10	— .14
Chlorhydrin	lb.	1.50	— 2.00
Diaminophenol	lb.	5.50	— 5.60
Diamidine	lb.	4.75	— 4.80
o-Dichlorobenzene	lb.	.15	— .17
p-Dichlorobenzene	lb.	.17	— .20
Dichlorobenzene, mixed	lb.	.06	— .07½
Diethylaniline	lb.	.60	— .75
Dimethylaniline, drums ext.	lb.	.38	— .42
Dimethylsulfate	lb.	.90	— .95
Dinitrophenol	lb.	.40	— .45
Dinitrobenzene	lb.	.21	— .25
Dinitrochlorobenzene	lb.	.25	— .27
Dinitronaphthalene	lb.	.33	— .35
Dinitrotoluene	lb.	.25	— .27
Diphenylamine	lb.	.60	— .65
Diphenyloxide	lb.	.75	— .80
Ethyl Benzyl Aniline	lb.	—	— 1.40
Ethyl Bromide	lb.	—	— .50
Ethyl Chloride	lb.	—	— .72
"G" Salt	lb.	.30	— 1.35
Hydrazobenzene	lb.	—	— .50
Methyl Chloride	lb.	—	— .12
Michler's Ketone	lb.	—	— 1.05
Monochlorobenzene	lb.	.10	— 1.15
Monooethylaniline	lb.	1.00	— 1.25
a-Naphthol, crude	lb.	.30	— .32
Refined	lb.	1.00	— 1.15
b-Naphthol, distilled	lb.	.28	— .30
a-Naphthylamine	lb.	.30	— .32
b-Naphthylamine, tech.	lb.	1.00	— 1.05
Sublimed	lb.	1.50	— 1.60
m-Nitroaniline	lb.	.85	— .90
p-Nitroaniline	lb.	.77	— .79
p-Nitroacetanilide	lb.	.55	— .60
Nitrobenzene, redistilled	lb.	.11	— .12½
o-Nitrochlorobenzene	lb.	.38	— .40
p-Nitrochlorobenzene	lb.	.27	— .30
Nitronaphthalene	lb.	.30	— .32
p-Nitrophenol	lb.	.75	— .77
o-Nitrophenol	lb.	.75	— .77
m-Nitro-p-toluidine	lb.	2.25	— 2.50
p-Nitro-o-toluidine	lb.	2.75	— 3.00
p-Nitrosodimethylaniline	lb.	—	— .15
Nitrotoluene-s, Mixed	lb.	.15	— .17
o-Nitrotoluene	lb.	.15	— .18
p-Nitrotoluene	lb.	.70	— .72
p-Oxy-benzaldehyde	lb.	1.50	— 1.60
p-Phenetidin	lb.	1.35	— 1.40
p-Phenylenediamine	lb.	1.50	— 1.60
m-Phenylenediamine	lb.	1.05	— 1.10
Phenyl-a-Naphthylamine	lb.	—	— .70
Phosgene	lb.	.60	— .70
Phthalic Anhydride	lb.	.35	— .37
"R" Salt	lb.	.60	— .65
Resorcinol Technical	lb.	1.40	— 1.50
Sodium o-Chloro-p-toluene sulfonate	lb.	.28	— .30
Metanilate	lb.	1.40	— 1.46
Naphthionate	lb.	.60	— .65
Picramate	lb.	.55	— .60
p-toluene sulfonate	lb.	.08	— .09

THE *Selden* BRAND

PHTHALIC ANHYDRIDE

Pure Needle Crystals

MADE BY AIR OXIDATION PROCESS

HIGHEST DEGREE OF PURITY

NO VARIATION IN QUALITY

The Walker

Chemical Company

PITTSBURGH, PENN., U. S. A.

Specifications on Request

DINITROTOLUENE

PROBABLY the most vital factor governing the manufacture of artificial colors is the quality of the intermediates used for their synthesis.

Many consumers of Du Pont Dinitrotoluene continue the exclusive use of our product because it still is the market standard to which all others are compared.

E. I. du Pont de Nemours & Co., Inc.,

Dyestuffs Department,
WILMINGTON DELAWARE
8 Thomas St., New York, N. Y.



Crude Drugs

Crude Drugs

MISCELLANEOUS

Agar Agar, No. 1.....lb.	—	.85
No. 2.....lb.	.70	.75
No. 3.....lb.	.55	.60
Agaric, white.....lb.	—	1.35
Almonds, bitter.....lb.	—	.40
Sweet.....lb.	—	.35
Meal.....lb.	.28	.30
Ambergris, black.....oz.	—	8.00
Grey.....oz.	—	25.00
Areca Nuts.....lb.	.08	.08 3/4
Powdered.....lb.	—	.12
Balm of Gilead Buds.....lb.	.45	.50
Burgundy Pitch, Dom.....lb.	—	.05
Cantharides, Chinese.....lb.	1.00	1.05
Powdered.....lb.	—	1.10
Russian, whole.....lb.	—	2.50
Powdered.....lb.	2.65	2.75
Cascara Amarga.....lb.	—	.50
Castoreum.....lb.	4.00	4.25
Charcoal Willow, powdered.....lb.	.06	.07
Wood, powdered.....lb.	.04	.04 1/4
Civet.....oz.	2.75	2.80
Cochineal, U.S.P.....lb.	.37	.45
Colocynth, Apples.....lb.	.24	.25
Pulp, U.S.P.....lb.	.25	.26
Spanish Apples.....lb.	.28	.30
Cuttlefish Bone, Trieste.....lb.	.18	.20
Jewelers, large.....lb.	—	.75
Small.....lb.	—	.75
French.....lb.	.18	.20
Powdered.....lb.	—	.14
Dragon's Blood, Mass.....lb.	.30	.45
Reeds.....lb.	.70	.72
Ergot, Russian.....lb.	—	—
Spanish.....lb.	1.03	1.05
Grains of Paradise.....lb.	.12	.13
Guarana.....lb.	—	.80
Honey Calif.....lb.	—	.11

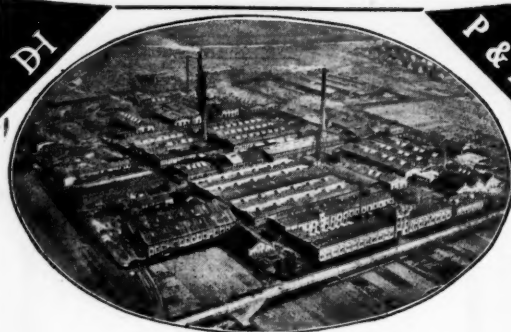
Hops, N. Y., prime.....lb.	.28	.26
Pacific Coast, prime.....lb.	.28	.26
Isinglass, American (see Agar Agar)		
Russian.....lb.	—	10.00
Kamala.....lb.	—	3.25
Kola Nuts, West Indies.....lb.	—	.06
Leeches.....C.	4.50	6.00
Lime Juice, clarified.....gal.	.55	.70
Lupulin.....lb.	—	1.25
Lycopodium.....lb.	1.00	1.10
Manna, large flake.....lb.	—	.85
Small flake.....lb.	.43	.45
Sorts.....lb.	—	.45
Moss, Iceland.....lb.	.08	.09
Irish, Bleached.....lb.	.09	.11
Musk, pods, Cabardine.....oz.	16.00	17.00
Tonquin.....oz.	17.00	19.00
Grain, Cab.....oz.	25.00	26.00
Tonquin.....oz.	32.00	33.00
Synthetic, See Aromatic Chemicals		
Nutgalls, Chinese.....lb.	.16	.17
Aleppy.....lb.	.13	.14
Nux Vomica, whole.....lb.	.09	.10
Powdered.....lb.	.12	.13
Quassia Chips.....lb.	—	.09
Sandalwood, Chips.....lb.	—	.35
Ground.....lb.	—	.40
Scammony, resin.....lb.	—	1.25
Spermaceti, blocks.....lb.	.30	.31
Storax, liquid, tech.....lb.	—	1.25
Gen, U.S.P.....lb.	—	1.30
Tamarinds, bbls.....lb.	.03 1/4	.04
Kegs.....per keg	—	3.00
Tar, Barbadoes.....gal.	1.25	1.40
Turpentine, Venice, True.....lb.	.45	.50
Artificial.....lb.	.09	.11
Spirits, See Naval Stores		
*Nominal		

BALSAMS

Copaiba, Para.....lb.	.25	.26
South American.....lb.	.30	.31
Fir, Canada.....gal.	10.75	11.00
Oregon.....gal.	1.30	1.45
Peru.....lb.	1.60	1.65
Tolu.....lb.	.40	.50

BARKS

Angostura.....lb.	—	.25
Basswood Bark, pressed.....lb.	—	.14
Barberry (tree).....lb.	—	.28
Bayberry.....lb.	—	.12
Blackhaw of Root.....lb.	.24	.25
of Tree.....lb.	.16	.17
Buckthorn.....lb.	.06 1/4	.07
Canella alba.....lb.	—	.57
Cascara Sagrada.....lb.	.11	.15
Cascarilla, quills.....lb.	—	.35
Siftings.....lb.	.20	.24
Chestnut.....lb.	—	.09
Cinchona, Red quills.....lb.	.45	.55
Broken.....lb.	.15	.20
Yellow U.S.P.....lb.	.16	.18
Condurango.....lb.	.07	.08
Cotton Root.....lb.	—	.14
Cramp (so-called).....lb.	—	.09
Cramp (true).....lb.	.40	.42
Dogwood, Jamaica.....lb.	—	.09
Elm, Select, bbls.....lb.	.28	.30
Grinding.....lb.	.12	.14
Powdered.....lb.	.14	.15
Fringe Tree.....lb.	.20	.21
Hemlock.....lb.	—	.06
Lemon Peel.....lb.	.08	.08 1/4
Mezereum.....lb.	.10	.11
Oak, red.....lb.	.05	.06
White.....lb.	.05	.06



E. de HÄEN
CHEMISCHE FABRIK "LIST"

C. m. b. H.
Seele bei Hannover

Acid Phosphoric Magnesium Fluosilicate
Antimony Salts—all strengths Manganese Sulphate
Antimony Sulfurets Potassium Meta Bisulphite
Ammonium Sulphocyanide Potassium Sulphocyanide

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NEW YORK CITY

Manuel Lopez Cartucho

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Largest Exporters of Spanish Ergot

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SAGE LEAVES
LAVENDER FLOWERS

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CRUDE CHALK
TALC

Finest Genuine French Imported

D. Vecchini

149 BROADWAY NEW YORK

Sole American Agent For Société Commerciale De
France Et D'Outre-Mer, Paris.

Crude Drugs

Orange Peel, bitter.....lb.	.06	—	.06½
Sweet .....	.05	—	.05½
Prickly Ash, Southern.....lb.	.14½	—	.15
Northern .....	.14½	—	.15
Pomegranate of Root.....lb.	.17	—	.18
of Fruit .....	.17	—	.18
Sassafras, ordinary .....	.17	—	.18
Select .....	.20	—	.22
Simaruba .....	.17	—	.18
Soap, whole .....	.05	—	.05½
Cut .....	.08½	—	.09
Crushed .....	.09	—	.09½
Powdered .....	.10	—	.11
Wahoo of Root.....lb.	.25	—	.26
of Tree .....	.25	—	.26
Willow, Black .....	.06	—	.06
White .....	.15	—	.15
White Pine Rosed.....lb.	.06	—	.06
White Poplar .....	.04	—	.04
Wild Cherry .....	.16	—	.18
Thin Green Rosed.....lb.	.10	—	.12
Thick Rosed .....	.09	—	.10
Thin Natural .....	.06	—	.07
Thick Natural .....	.06	—	.07
Witch Hazel .....	.08	—	.08

BEANS

Calabar .....	.18	—	.20
Cassia Fistula .....	.12	—	.12
Castor .....	.03½	—	.03½
St. Ignatius .....	.22	—	.22
St. John's Bread.....lb.	.06	—	.06
Tonka, Angostura	1.25	—	1.25
Para .....	.90	—	.90
Surinam .....	.85	—	.95
Vanilla, Mexican, whole.....lb.	8.00	—	9.00
Cuts	6.75	—	7.00
Bourbon	3.00	—	3.50
South American	5.75	—	6.00
Tahiti, Yellow Label.....lb.	2.00	—	2.00
Green Label	2.00	—	2.00

BERRIES

Cubeb, ordinary .....	.90	—	.95
XX	1.00	—	1.10
Powdered .....	.90	—	1.00
Fish .....	.06½	—	.07
Horse, Nettle, dry.....lb.	.35	—	.40
Juniper .....	.04	—	.04
Laurel .....	.08	—	.08
Poke .....	.16	—	.16
Prickly Ash .....	.11	—	.12
Raspberries, dried .....	.35	—	.40
Saw Palmetto .....	.12	—	.13
Sloe .....	.14	—	.15

FLOWERS

Arnica .....	.11	—	.12
Borage .....	.28	—	.28
Calendula Petals, Imp.....lb.	.50	—	.50
Chamomile, Hungarian .....	.10	—	.20
Roman .....	.85	—	.85
Clover Tops .....	.15	—	.15
Dogwood .....	.23	—	.25
Elder .....	.45	—	.45
Insect, open whole .....	.47	—	.50
Closed whole .....	.60	—	.65
Powdered, Pure .....	.35	—	.37
Flowers and stems, 50 p.c.....lb.	1.25	—	1.25
Kousso .....	.25	—	.40
Lavender .....	.10	—	.11
Linden, with Leaves.....lb.	.20	—	.21
Without Leaves .....	.38	—	.38
Malva, blue .....	.60	—	.60
Black .....	.45	—	.45
Mullein .....	.50	—	.50
Orange .....	.10	—	.11
Poppy, red	1.10	—	1.15
Saffron, American	17.50	—	18.00
Valencia .....	.70	—	.70
Violet .....	.70	—	.70
Tilia (see Linden)			
*Nominal			

GUMS

Aloes, Barbados .....	.50	—	.50
Cape .....	.08	—	.09
Curacao, cases .....	.06½	—	.07
Socotrine, whole .....	.40	—	.40
Ammoniac, tears	1.60	—	1.60
Arabic, firsts .....	.26	—	.27
Seconds .....	.22	—	.23
Sorts Amber .....	.10½	—	.11
Powdered, U.S.P. ....lb.	.19	—	.22
Asafetida, whole, U.S.P.....lb.	.30	—	.33
Powdered .....	.60	—	.65
Benzoin, Siam	1.50	—	1.50
Sumatra .....	.24	—	.26
Camphor, ref., See Fine chem. list			
Catechu .....	.10	—	.10
Chicle .....	.75	—	.85
Damar .....	.23	—	.24
Euphorbium .....	.35	—	.35
Powdered .....	.58	—	.58
Galbanum	1.10	—	1.20
Gambier .....	.07	—	.07
Gamboge	1.00	—	1.00
Guaiac .....	.28	—	.40
Karaya, Powdered .....	.18	—	.29
Kino .....	.50	—	.50
Mastic .....	.45	—	.45
Myrrh, Select .....	.48	—	.44
Sorts .....	.40	—	.42
Olibanum, siftings .....	.09½	—	.10
Tears .....	.15	—	.16
Opium, See fine chem. list			
Sandarac .....	.23	—	.25
Scammony Resin	1.40	—	1.40
Senegal, picked .....	.16	—	.17
Spruce	1.00	—	1.00
Storax, Tech. cases, See Misc'l. Drugs .....	.05	—	.05
Thus	2.25	—	2.35
Tragacanth, Aleppo first.....lb.	1.00	—	2.00
No. 2 to No. 6.....lb.	1.00	—	1.50
Powdered	1.00	—	1.50
Turkish90	—	1.50

TRADE

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MARK

Epsom Salt

Magnesium Sulphate U. S. P.

Improved plant processes have placed us in a position to offer Epsom Salt, U. S. P. that is unsurpassed in quality.

Dow Epsom Salt, U. S. P., is remarkable for its physical appearance and for its freedom from chemical and mechanical impurities.

No doubt it will be of interest to users of Epsom Salt to know they can procure quantity supplies of this essential at very reasonable prices, and be assured of real service on deliveries.

To facilitate less carload deliveries, stocks are carried in warehouses at New York, Boston, Rochester, St. Louis, Kansas City, Cincinnati, St. Paul, Toronto and Montreal.

Dow Epsom Salt, U. S. P., is generally packed in 300-lb. barrels and 125-lb. kegs, but may be had in 100-lb. bags.

We can also supply Technical Epsom Salt of unexcelled quality and low Chloride content to meet requirements of leather and other industrial manufacturers.

Write for representative sample and quotation on carload or less than carload lots.

THE DOW

Midland, Mich.



CHEMICAL CO.

90 West St., New York

Fixed Oils

Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.014— .02
Powdered, 60 p.c.....lb.	.064— .06
Decolorized.....lb.	.09 — .09½
Gambler, 25 p.c. tan liq.....lb.	.06½ .07
Common.....lb.	.08½ .05½
Cubes, Singapore.....lb.	.07 — .07½
Hemlock, 25 p.c. tan works.....lb.	.04 — .04½
Larch, 25 p.c. tan.....lb.	.03½ .04
Crystals, 50 p.c. tan.....lb.	.08 — .08½
Mangrove, 55 p.c. tan.....lb.	.06½ .06½
Myrobalans, liq., 25 p.c.tan.....lb.	.05½ .06½
Solid, 50 p.c. tan.....lb.	.06½ .07
Oak Bark, liquid, 25-25 p.c.tan.....lb.	.08 — .05½
Tanks.....lb.	.04½ .04½
Quebracho, liquid, 35 p.c. tks.....lb.	.03½ .03½
Barrels.....lb.	.04 — .04½
25 p.c. tan, bleaching.....lb.	.04½ .08
Solid, 66 p.c. tan ordinary.....lb.	.04½ .04½
Clarified.....lb.	.05 — .05½
Spruce, liquid, 25 p.c. tan, works, tanks.....lb.	.01 — .01½
Powd., 50 p.c. tan.....lb.	.02 — .02½
Sumac, liquid.....lb.	.07 — .09

Animal and Fish Oils

(Carricks)	
Cod Newfoundland.....gal.	.53 — .55
" Tanks.....lb.	— —
Domestic, prime.....gal.	— —
*Degras American.....lb.	.08½ .04
English.....lb.	.04 — .04½
Neutral.....lb.	.06 — .07

*Herring, N.Y. bbls.....gal.	.44 — .45
Horse.....lb.	.05 — .05½
Lard prime.....gal.	.85 — .95
Off prime.....gal.	.83 — .93
No. 1.....gal.	.65 — .75
Extra, No. 1.....gal.	.70 — .80
No. 2.....gal.	.63 — .72
Menhaden, Light strained.....gal.	— .48
Yellow, bleached.....gal.	— .50
Extra, bleached, winter.....gal.	— .52
Blown.....gal.	— .57
*Crude, f.o.b. works, bbls.....gal.	.42 — .45
" Tanks, wks.....gal.	— .40
Neatsfoot, 20 deg.....gal.	— 1.32
30 deg., cold test.....gal.	— 1.20
Pure.....gal.	— 1.05
Oleo Oil, No. 1.....lb.	— .10½
No. 2.....lb.	— .09½
No. 3.....lb.	— —
Red Distilled.....lb.	.07½ — .07½
Saponified.....lb.	— .08
Salmon, tanks, Coast.....gal.	.53 — .34
Sod.....gal.	— .44
sperm bleached winter.....gal.	— —
38 deg., cold test.....gal.	— 1.70
45 deg., cold test.....gal.	— 1.65
Stearic Acid, single pressed.....lb.	.09 — .09½
Double pressed.....lb.	.09½ .10
Triple pressed.....lb.	.10½ .11
Tallow acidless, tanks.....gal.	.68 — .70
Barrels, c.i.f.....gal.	.75 — .77
Whale, natural winter.....gal.	— .65
Bleached, winter.....gal.	— .70
Crude, No. 1 tanks, Coast.....lb.	.05 — .05½
No. 2.....lb.	— —

Greases, Lards, Tallows

(New York Markets)	
Grease, Choice White.....lb.	.07½ — .08
Yellow.....lb.	.05 — .05½
Brown.....lb.	.05 — .05½
House.....lb.	.04½ — .05
Bone Naphtha.....lb.	.04½ — .04½

Lard City, Steam.....lb.	.09½ — .09½
Compounded.....lb.	.10½ — .11
Stearine, lard.....lb.	— .12½
Oleo.....lb.	— .08½
Tallow, edible.....lb.	.08 — .08½
City, Special, loose.....lb.	.06 — .06½
(Chicago Markets)	
Tallow, edible.....lb.	.07½ — .07½
City Fancy.....lb.	.06½ — .07
Prime Packers.....lb.	.06½ — .06½
Grease, Choice White.....lb.	.06½ — .06½
"B" White.....lb.	— .05½
Yellow.....lb.	.04½ — .05
Brown.....lb.	.04 — .04½
Bone.....lb.	.03½ — .04
House.....lb.	— .04½
Stearine, prime Oleo.....lb.	.07½ — .08
Lard.....lb.	.08½ — .09½

Vegetable Oils

Castor, No. 1 bbls.....lb.	— .11½
Cases.....lb.	— .12½
No. 3.....lb.	.10½ — .10½
China Wood Oil, bbls.....lb.	.14½ — .14½
*Coast, bbls.....lb.	.13 — .13½
Orient to N. Y., bbls.....lb.	.10½ — .10½
Coconut Dom., Ceylon, bbls.....lb.	.08½ — .09
*Tanks, Spot.....lb.	— .07½
Cochin, bbls., Dom.....lb.	.09½ — .10
*Tanks.....lb.	.08½ — .08½
Manila, tanks, coast.....lb.	.07½ — .07½
Edible.....lb.	.11 — .11½
Copra, c.i.f., N. Y.....lb.	.04½ — .04½
Corn, refined, bbls.....lb.	.10 — .10½
Crude Tanks Shipping pt.....lb.	.06½ — .07
Barrels, N. Y.....lb.	.07½ — .07½
Crude, bbls., N. Y.....lb.	.08½ — .09
*Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	— .08½
Prime Summer, Yel. bbls.....lb.	.10 — .10½
*White.....lb.	— .10½
Winter, yellow.....lb.	.10½ — .10½
*Nominal	

Our Metallic Soaps Won't Wash Anything

They will

Dry
Harden
Flat
Body
Waterproof

Paints
Finishes
Cements
Coatings

Oleates
Palmitates
Stearates
Resinates
Linoleates

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Cobalt
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Calcium

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Essential to Dyeing, Finishing and Sizing

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Smoothness and Elasticity on

Cotton Warps and Yarns

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Write for Information

Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	.84	—	.86
10 barrel lots.....gal.	.87	—	.89
Boiled, 5-bbl. lots.....gal.	.89	—	.91
Double boiled.....gal.	.90	—	.92
Raw, tanks.....gal.	.79	—	.80
English, Shipments, bbls. gal.	.74	—	.75
Olive, denatured.....gal.	1.10	—	1.15
Edible.....gal.	1.80	—	2.10
Foots.....lb.	.08%	—	.09
Shipment.....lb.	.08%	—	.08%
Palm Lagos, casks.....lb.	.07%	—	.07%
Ronny Old Calabar.....lb.	.06%	—	.07
Niger.....lb.	.06%	—	.06%
Palm Kernel, domestic.....lb.	—	—	—
Imported.....lb.	.08%	—	.09
Peanut Oil, refined.....lb.	.10%	—	.11
Crude, f.o.b. mills tanks.....lb.	.07%	—	.08
*Oriental, coast, tanks.....lb.	.08	—	.08%
*Crude, Bbls., spot.....lb.	—	—	.09%
Perilla, c.i.f., N. Y.....lb.	—	—	.10%
Bbls., N. Y.....lb.	.11%	—	.12
Poppy Seed.....gal.	—	—	—
Rapeseed, ref'd bbls.....gal.	.83	—	.85
Blown, bbls., 8 lbs.....gal.	.91	—	.95
Sesame, domestic, edible.....gal.	1.15	—	1.20
*Imported.....lb.	—	—	—
Soya Bean, tanks Coast, Feb. lb.	.07%	—	.07%
New York, bbls., crude.....lb.	.09%	—	.09%
Edible.....lb.	.10%	—	.10%
Teseed, crd., bbls.....lb.	.12	—	.12%
Walnut, Crude.....lb.	.10	—	.10%

OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas..	—	—
f.o.b. New Orleans.....	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—33.00
Columbia.....	—	—
New Orleans.....ton	—	—
Corn Cake.....short ton	—	—
Meal Chicago.....short ton	—	—30.00
Linseed cake, dom.....short ton	48.00	—50.00
Linseed Meal.....short ton	50.00	—51.00
Nominal.....	—	—

Naval Stores

(Carloads ex-dock)

Spirits Turpentine, in bbls. gal.	—	—	.90
Wood Turpentine, steam dis-	—	—	—
tilled, bbls.....gal.	—	—	—
Dest active distilled, bbls. gal.	—	—	—
Pitch Prime.....bbl.	—	—	6.00
Rosins, B.....	—	—	5.30
D.....	—	—	5.35
E.....	—	—	5.35
F.....	—	—	5.35
G.....	—	—	5.35
H.....	—	—	5.35
I.....	—	—	5.40
K.....	—	—	5.85
M.....	—	—	6.40
N.....	—	—	6.75
WG.....	—	—	7.10
WW.....	—	—	7.50
Rosin Oil, first run.....gal.	.36	—	.37
Second run.....gal.	.38	—	.39
Tar, kiln-burnt.....bbl.	—	—	10.00
Retort.....bbl.	—	—	9.00

Fertilizer Materials

*Ammon. Sulf. bulk.....100 lbs.	2.50	—	2.60
Double bgs., f.a.s., N.Y. 100 lbs.	2.75	—	2.90
Blood, dried, f.o.b. N.Y.....unit	—	—	3.75
Bone, 3 and 50, ground, raw.....ton	30.00	—	32.00
Raw, Chicago.....ton	—	—	25.00
Cyanamide wks.....unit	—	—	2.25
Fish Scrap, dom., dried, f.o.b.	—	—	—
works.....unit	3.25	&	.10
Nitrate Soda.....100 lbs.	2.35	—	2.45
Tankage, high-grade, f.o.b.	—	—	—
Chicago.....unit	3.25	&	.10
Ground, N. Y.....unit	3.65	&	.10

Phosphate Rock—F.o.b. Mines	—	—
Florida pebble, 68-72%.....ton	5.08	—7.50
Tennessee, 75-80 p.c.....ton	8.00	—9.00
Phosphate, Acid, 16 p.c.....ton	9.00	—11.00
Potassium muriate, 80 p.c. unit	.75	—1.80
Sulfate.....unit	—	1.00
Steamed Bone Meal, N.Y.....ton	—	30.00

Metals

Aluminum 98-99% Virgin.....cwt.	17.00	—18.00
98-99% Remelted.....cwt.	—	—
Antimony, Jap. & Chinese.....cwt.	4.45	—4.75
Bismuth, (See Fine Chemical Prices)	—	—
Cadmium.....lb.	1.00	—1.10
Cobalt.....lb.	—	3.00
Copper prime Lake.....cwt.	13.25	—13.50
Electrolytic.....cwt.	13.25	—13.50
Casting.....cwt.	—	12.75
Graphite, crude, Amorphous.....ton	15.00	—42.50
Flake.....lb.	.02	—0.06%
Iridium.....oz.	150.00	—160.00
Lead, N. Y.....cwt.	—	4.70
Magnesium, 99 p.c.....lb.	—	1.25
Manganese ore.....unit	.22	—3%
Mercury.....flask	49.00	—50.00
Nickel Ingot.....cwt.	—	41.00
Shot.....cwt.	—	43.00
Electrolytic.....cwt.	—	45.00
Palladium.....oz.	51.00	—55.00
Platinum, pure.....oz.	—	90.00
Silver.....oz.	—	.99%
Foreign.....oz.	—	.65%
Tin Straits.....cwt.	—	30.25
Barca.....cwt.	—	—
American, pure.....cwt.	—	29.87%
99 p.c. pure.....cwt.	—	29.25
Tungsten, ore per short ton unit	—	—
Wolframite, Chinese.....	2.00	—2.35
Bolivian.....	2.75	—3.00
Scheelite, Amer.....	—	—
Japanese.....	—	—
Zinc (Spelter) Shipment.....cwt.	—	—
Spot.....cwt.	—	4.80

THE CLEVELAND-CLIFFS IRON CO.

KIRBY BUILDING, CLEVELAND, O.

PRODUCERS OF

Wood Alcohol
Acetic Acid
Formaldehyde
Pure Acetone

Methyl Acetone
Sulphuric Acid
Sodium Acetate
Iron Liquor

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Coal-Tar Dyes

Schaeffer's Salt	lb.	.60	—	.65
Thiocarbamide	lb.	—	—	—
p-Toluene Sulfonamide	lb.	.40	—	.45
p-Toluene Sulfonchloride	lb.	.15	—	.25
Toluidine	lb.	1.20	—	1.25
Sulfate	lb.	1.00	—	1.10
Toluidine, Mixed	lb.	.30	—	.32
o-Toluidine	lb.	.20	—	.22
p-Toluidine	lb.	1.00	—	1.25
m-Toluylenediamine	lb.	1.05	—	1.10
Triphenyl Phosphate	lb.	.50	—	.60
Xylidine	lb.	.40	—	.45

Coal-Tar Dyes

ACID COLORS:

Black	lb.	.80	—	1.10
Blue	lb.	1.00	—	3.00
Brown	lb.	.80	—	1.25
Fuchsin	lb.	1.50	—	2.50
Green	lb.	1.75	—	3.00
Orange II	lb.	.45	—	.50
Orange III	lb.	.50	—	.60
Red	lb.	.85	—	3.50
Scarlet	lb.	.65	—	1.00
Violet	lb.	1.60	—	3.50
Azo Yellow	lb.	1.50	—	2.00
Azo Yellow, green shade	lb.	1.35	—	1.80
Brilliant Delphine B.S.	lb.	3.50	—	4.00
Erythrosin	lb.	7.50	—	8.00
Fast Light Yellow, 2-G.	lb.	3.00	—	3.50
Fast Red, 6B extra, con't.	lb.	1.10	—	1.20
Indigotin, conc.	lb.	2.40	—	2.75
Indigotin, paste	lb.	1.50	—	1.60
Naphthol Green	lb.	1.50	—	1.60
Naphthylamine Red	lb.	6.75	—	7.25
Orange, R. G.	lb.	.55	—	.80
Patent Blue, Swiss Type.	lb.	4.00	—	6.00
Ponceau	lb.	.80	—	.90
Scarlet 2R	lb.	.65	—	.70
Tartarazin, Dom.	lb.	1.20	—	1.50
Uranine	lb.	8.00	—	9.00
Wool Green S	lb.	1.50	—	4.00

DIRECT COLORS.

Black	lb.	.55	—	.65
Sky Blue, conc.	lb.	1.50	—	1.75
Sky Blue, 5BX.	lb.	—	—	1.75
Blue 2B	lb.	.60	—	.80
Brown R	lb.	.85	—	1.00
Brown G	lb.	1.25	—	1.70
Bordeaux	lb.	1.75	—	2.00
Fast Black	lb.	—	—	7.00
Fast Pink	lb.	1.75	—	2.50
Fast Red	lb.	2.35	—	2.50
Fast Yellow	lb.	1.50	—	2.00
Yellow	lb.	2.00	—	2.75
Violet con't	lb.	1.00	—	1.25
Benzopurpurin, 10 B.	lb.	1.85	—	1.90
Benzopurpurin, 4 B.	lb.	1.10	—	1.20
Chrysophenin, Dom.	lb.	1.10	—	1.25
Congo Red 4B Type.	lb.	.80	—	1.00
Diamine Sky Blue F. F.	lb.	2.50	—	4.00
Geranin	lb.	8.75	—	9.25
Oxamine Violet	lb.	7.00	—	8.00
Primuline	lb.	1.50	—	2.00

OIL COLORS:

Black	lb.	.70	—	.80
Blue	lb.	1.25	—	1.50
Orange	lb.	.95	—	1.00
Red III	lb.	1.65	—	1.75
Scarlet	lb.	1.00	—	1.25
Yellow	lb.	1.25	—	1.50
Nigrosine, Oil Sol.	lb.	.90	—	.95

SULFUR COLORS:

Black	lb.	.20	—	.25
Blue	lb.	.60	—	1.00
Brown	lb.	.35	—	.60
Green	lb.	1.00	—	1.75
Yellow	lb.	.75	—	1.00

CHROME COLORS:

Alizarin Blue, bright.	lb.	5.00	—	5.50
Alizarin, medlum	lb.	4.50	—	5.00
Alizarin Brown, conc.	lb.	—	—	2.50
Alizarin Cyanine	lb.	1.10	—	2.00
Alizarin Orange	lb.	1.25	—	1.50

Alizarin Red, 20 p.c. Paste.	lb.	.60	—	1.00
Alizarin Yellow G.	lb.	.85	—	1.00
Alizarin Yellow R.	lb.	1.25	—	1.30
Chrome Black, Dom.	lb.	.55	—	.65
Chrome Blue	lb.	.75	—	2.00
Chrome Brown	lb.	.80	—	1.00
Chrome Green, Dom.	lb.	1.80	—	3.00
Chrome Red	lb.	1.75	—	2.00
Chrome Yellow	lb.	.65	—	1.00
Gallocyanin	lb.	2.30	—	2.60

BASIC COLORS:

Alkali Blue, conc.	lb.	4.50	—	5.00
Auramine O	lb.	2.00	—	2.25
Auramine OO	lb.	2.50	—	3.00
Bismarck Brown R.	lb.	.70	—	.80
Bismarck Brown G.	lb.	1.00	—	1.10
Brilliant Green Crystals.	lb.	2.25	—	2.50
Chrysoidin R	lb.	.75	—	.80
Chrysoidin Y	lb.	.75	—	.80
Crystal Violet	lb.	3.00	—	3.25
Emerald Green, Crystals.	lb.	2.25	—	2.50
Indigo 20 p.c. paste.	lb.	.45	—	.50
Fuchsin Crystals, Dom.	lb.	3.00	—	3.40
Fuchsin Base	lb.	3.00	—	3.50
Malachite Green, Crystals.	lb.	1.60	—	1.65
Malachite Green, Powd.	lb.	1.50	—	1.55
Methylene Blue, tech.	lb.	1.50	—	2.00
Methyl Violet, 3B.	lb.	1.75	—	2.00
Methyl Violet, 4B.	lb.	—	—	1.35
Methyl Violet, 6B.	lb.	2.75	—	3.25
Nigrosine, apt. sol.	lb.	—	—	.70
Nigrosine, water sol.	lb.	—	—	.60
Phosphine G., Domestic.	lb.	2.50	—	3.50
Rhodamine B. ex. con't.	lb.	8.00	—	10.00
Safranin	lb.	2.50	—	3.00
Victoria Blue B.	lb.	2.75	—	3.75
Victoria Blue, base, Dom.	lb.	3.50	—	4.50
Victoria Blue, crys.	lb.	3.50	—	4.50
Victoria Green	lb.	2.00	—	2.10
Victoria Red	lb.	7.00	—	8.00
Victoria Yellow	lb.	7.00	—	8.00
Violamine R & B.	lb.	4.00	—	5.00

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Dyestuffs

Natural Dyestuffs

Annatto, fine	lb.	.27	—	.30
Seed	lb.	.04	—	.06
Carmine No. 40.....	lb.	5.00	—	5.25
Cochineal	lb.	.33	—	.40
Gambler, see tanning.				
Indigo, Bengal	lb.	—	—	—
Oudes	lb.	—	—	—
Guatemala	lb.	—	—	—
Kurpahs	lb.	—	—	—
Madras	lb.	.85	—	.95
Madder, Dutch	lb.	.28	—	.37
Nutgalls, blue Aleppo.....	lb.	.14	—	.15
Chinese	lb.	.15	—	.16
Quercitron Bark, see tanning.				
Turmeric, Madras	lb.	.06½	—	.06¾
Aleppy	lb.	.06	—	.06¾

Dyewoods

Barwood	lb.	.05	—	.05½
Camwood, chips	lb.	.10	—	.14
Fustic, sticks	ton	35.00	—	37.00
Chips	lb.	.04	—	.06
Hypernic, chips	lb.	.06½	—	.07
Logwood Sticks	ton	—	—	30.00
Chips	lb.	.02½	—	.03
Quercitron Bark, see tanning.				
Red Saunders	lb.	.12	—	.13

Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.

Archil, Double	lb.	.16	—	.18
Triple	lb.	.17	—	.19
Concentrated	lb.	.18	—	.20

Cutch, Mangrove, see Tanning				
Rangoon, boxes	lb.	.15	—	.18
Liquid	lb.	.10	—	.11
Tablet	lb.	.18	—	.14
Cudbear, French	lb.	—	—	—
English	lb.	.21	—	.23
Concentrated	lb.	—	—	—
Flavine	lb.	.90	—	.95
Fustic, Solid	lb.	.18	—	.26
Crystals	lb.	.24	—	.26
Liquid, 51 deg.....	lb.	.11	—	.15
Gall	lb.	.16	—	.18
Hematine Extract 51 deg.....	lb.	.11½	—	.13½
Crystals	lb.	.20	—	.27
Hypernic, liquid, 51 deg.....	lb.	.15	—	.20
Logwood, solid	lb.	.15	—	.23
51 deg., Twaddle.....	lb.	.08	—	.13
Osage Orange, Extract 42 degib.	lb.	.07	—	.10
Crystals	lb.	—	—	.17
Persian Berries	lb.	.27	—	.30
Quebracho, see tanning.				
Quercitron, 51 deg.....	lb.	.06	—	.07
Powdered, 100 p.c.....	lb.	.09	—	.13

Miscellaneous Dyestuffs

Albumen, Egg, edible.....	lb.	—	—	.75
*Technical	lb.	—	—	.65
Blood, imported	lb.	—	—	.80
Domestic	lb.	.40	—	.48
Prussian blue	lb.	.48	—	.50
Soluble	lb.	.45	—	.50
Spray yolk	lb.	.35	—	.45
Turkey Red Oil	lb.	.09	—	.11
Yolk Oil	lb.	—	—	.35
Zinc Dust, prime heavy.....	lb.	.08	—	.09
100-lb. tins	lb.	—	—	.09½
520-lb. casks	lb.	—	—	.08½
Carload lots	lb.	—	—	.08

Dextrins and Starches

British Gum	per 100 lbs.	3.19	—	3.47
Dextrin, Corn, white or yellow	per 100 lbs.	2.89	—	3.17
Potato white or canary.....	lb.	.08	—	.08½
Sago Flour	lb.	.03½	—	.03¾
Starch, Powd. bags.....	100 lbs.	2.32	—	2.60
Pearl, bags	100 lbs.	2.22	—	2.50
Potato, Domestic	lb.	.05¼	—	.05½
Imported, duty paid.....	lb.	.06½	—	.06¾
Tapioca flour, high grade.....	lb.	.04	—	.04½
Medium grade	lb.	.03	—	.03½
Low grade	lb.	.02½	—	.03

Tanning Woods

Algarobilla	ton	—	—	—
Divi Divi	ton	34.00	—	36.00
Hemlock Bark	ton	16.00	—	18.00
Mangrove, African, 38 p.c.....	ton	—	—	35.00
Bark, S. A.	ton	—	—	—
Myrobalans, J1	ton	—	—	25.00
J2	ton	—	—	20.00
B1	ton	—	—	24.00
B2	ton	—	—	19.00
R2	ton	—	—	17.00
Oak Bark	ton	20.00	—	23.00
Ground	ton	—	—	25.00
Quercitron Bark rough.....	ton	—	—	10.00
Ground	ton	20.00	—	25.00
Sumac, Sicily, 28 p.c. ton.....	ton	55.00	—	58.00
Virginia, 25 p.c. tan.....	ton	—	—	35.00
Valonia Cups 28-33 p.c.....	ton	31.00	—	35.00
Beard 40 p.c.....	ton	40.00	—	42.00
Wattle Bark	ton	—	—	40.00

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SHELLAC		
D. C.lb.	—	.84
Fine Orangelb.	—	.75
Second Orangelb.	—	.72
T. N.lb.	—	.68
Ground reg.lb.	—	.72
Regular bleached ....lb.	¾	.76
Bone Dry ....lb.	—	.78

LEAVES AND HERBS		
Aconite ....lb.	.28	.30
Balmomy ....lb.	—	.14
Belladonna ....lb.	.11	.14
Boneset, leaves and tops....lb.	—	.09
Buchu, Short ....lb.	—	1.00
Long ....lb.	—	—
Cannabis, true, imported....lb.	—	—
American, (no assay)....lb.	—	.20
U.S.P. ....lb.	—	.30
Catnip ....lb.	.10	.15
Chestnut ....lb.	—	.06
Chiretta ....lb.	—	.20
Coca, Huanuco ....lb.	—	—
Truxillo ....lb.	—	.50
Coltsfoot ....lb.	—	.08
Corn Silk ....lb.	—	.06
Damiana ....lb.	.09½	.10
Deer Tongue ....lb.	—	.08
Digitalis ....lb.	.09	.10
Eucalyptus ....lb.	—	.05½
Euphorbia Pilulifera ....lb.	.10	.12
Grindelia Robusta ....lb.	.09	.10
Henbane ....lb.	.22	.23
Henna ....lb.	.17	.18
Horehound ....lb.	.08½	.09
Jaborandi ....lb.	.32	.34

Laurel ....lb.	.03½	.04½
Life Everlasting ....lb.	.06	.07
Liverwort ....lb.	—	.25
Lobelia ....lb.	.09	.10
Matico ....lb.	—	.20
Marjoram, German ....lb.	—	.25
French ....lb.	.12	.14½
Motherwort Herb ....lb.	—	.11
Pennyroyal ....lb.	.08	.14
Peppermint, American ....lb.	.14	.20
Pichi ....lb.	.10	.11
Prince's Pine ....lb.	—	.15
Plantain ....lb.	—	.15
Pulsatilla ....lb.	—	.45
Queen of the Meadow....lb.	—	.06½
Rose, pale and red....lb.	.25	.48
Rosemary ....lb.	.04½	.05
Rue ....lb.	.25	.30
Sage, Dalmatian ....lb.	.05½	.06½
Greek ....lb.	.03½	.04
Spanish ....lb.	.03½	.04
Savory ....lb.	.10	.10½
Senna, Alexandria, whole....lb.	.58	.60
Half Leaf ....lb.	.15	.16
Siftings ....lb.	.10	.11
Powdered ....lb.	.12	.13
Tinnevelly, Jobbing ....lb.	.12	.14
Grinding ....lb.	.05	.07
Pods ....lb.	.07	.07½
Powdered ....lb.	.08	.09
Sladeritis, cut ....lb.	—	.19
Skullcap, Western ....lb.	—	.20
Spearmint, American ....lb.	—	.24
Squaw Vine ....lb.	.14	.15
Stramonium ....lb.	.09	.10
Tansy ....lb.	.16	.18
Thyme Spanish ....lb.	.07	.07½
French ....lb.	.09	.09½
Uva Ursi ....lb.	—	.09
Witch Hazel ....lb.	—	.09
Wormwood, imported ....lb.	.10	.12
Verba Santa ....lb.	.11	.12

ROOTS		
Aconite, U.S.P. ....lb.	.20	.21
Aletris (Unicorn true)....lb.	.34	.35
Alkanet ....lb.	.14	.15
Althea, cut ....lb.	.11	.12
Whole ....lb.	.08	.08½
Angelica American ....lb.	.15	.16
Arnica ....lb.	.25	.28
Arrowroot, American ....lb.	.07	.08
St. Vincent, Powd....lb.	.07	.08
Bamboo Brier ....lb.	—	.05
Bearsfoot ....lb.	—	.05
Belladonna ....lb.	.12	.14
Berberis Aquifolium ....lb.	.17	.18
Beth ....lb.	.17	.18
Blood ....lb.	.14	.15
Blueflag ....lb.	.25	.28
Bryonia ....lb.	.10	.12
Burdock ....lb.	.10	.11
Calamus, bleached ....lb.	—	.45
Unbleached, natural ....lb.	.10	.11
Cohosh, black ....lb.	.08	.09
Blue ....lb.	.08½	.09
Colchicum ....lb.	.13	.15
Colombo, whole ....lb.	—	.04
Comfrey ....lb.	.20	.22
Culver's ....lb.	.17	.18
Cranesbill ....lb.	.12	.13
Dandelion, Imported ....lb.	.08½	.09
Doggrass, U.S.P., cut ....lb.	.09	.10
Echinacealb.	—	.35
Elecampanelb.	—	.10
Galangallb.	—	.09
Gelsemiumlb.	—	.12
Gentianlb.	.07½	.08

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Ginger, Jamaica	lb. .32 — .40	Senega	lb. .95 — 1.10	Foenugreek	lb. .03 — .03½
See Spices		Serpentaria	lb. — .90	Hemp, Manchurian	lb. .03½ — .03¾
Ginseng, Cultivated	lb. 1.00 — 3.00	Skunk Cabbage	lb. .18 — .20	Chilian	lb. — —
Northwestern wild	lb. 6.00 — 8.00	Snake, Canada natural	lb. — .30	Job's Tears, white	lb. — .07½
Southern wild	lb. 5.00 — 7.00	Stripped	lb. — .45	Larkspur	lb. — .17
Gold Seal	lb. — 3.15	Spikenard	lb. .17 — .18	Lobelia	lb. — .70
Powdered	lb. 3.75 — 4.00	Squill, white	lb. .04½ — .05	Mustard, Bari, Brown	lb. — .10
Hellebore, Black, Imported	lb. — .22	Stillingia	lb. .09 — .10	Bombay, Brown	lb. — .06½
White	lb. — .12	Stone	lb. — .10	California, Brown	lb. .04½ — .05
Powdered	lb. — .15	Turmeric Madras	lb. .05½ — .06	Yellow	lb. — .06½
Helonias (Unicorn false)	lb. .38 — .40	Aleppy	lb. .05½ — .06	Chinese, Yellow	lb. .04 — .05
Ipecac Cartagena	lb. 1.30 — 1.40	China	lb. .05½ — .06	English, Yellow	lb. .05½ — .06
Powdered	lb. 1.60 — 1.65	Unicorn false, See Helonias		Danish, Yellow	lb. .05 — .05½
Rio whole	lb. — —	True. See Aletris		Dutch, Yellow	lb. .05 — .05½
Powdered	lb. — —	Valerian, Belgian	lb. .09 — .10	Poppy, Dutch	lb. .14 — .14½
Jalap, whole	lb. .15 — .17	Yellow Dock	lb. — .15	Turkish	lb. — .09
Powdered, U.S.P.	lb. .23 — .25	Yellow Parilla	lb. — .30	Blue Indian	lb. .07 — .08
Kava Kava	lb. — .17			White Indian	lb. — .07½
Lady Slipper	lb. .65 — .70			Quince	lb. 1.55 — 1.60
Licorice, Russian, cut	lb. — —	Anise, Levant	lb. — .21	Rape South Amer.	lb. .04 — .05
Spanish natural bales	lb. .06 — .06½	Star	lb. — .15	Japanese, small	lb. — .08
Selected	lb. .25 — .28	Spanish	lb. .15½ — .16	Sabadilla	lb. — .10
Powdered	lb. .09 — .10	Annatto	lb. .03 — .03½	Stavesacre	lb. — .22
Lovage	lb. .38 — .45	Canary, Morocco	lb. — .06½	Stramonium	lb. .13 — .14
Manaca	lb. — .20	South American	lb. .03½ — .03½	Strophanthus, Hispidus	lb. — —
Mandrake	lb. .11 — .12	Caraway, African	lb. .08 — .08½	Kombe	lb. — .35
Musk, Russian	lb. — .08	Dutch	lb. .08 — .08½	Sunflower, domestic	lb. .05½ — .05½
Orris, Florentine bold	lb. .08 — .09	Cardamom, bleached	lb. .75 — 1.20	South American	lb. .03½ — .04
Verona	lb. .07 — .08	Decorticated	lb. .50 — .52	Worm, American	lb. .10 — .11
Powdered	lb. .09 — .11	Celery	lb. .15 — .15½	*Levant	lb. 1.65 — 1.75
Fingers	lb. .80 — .85	Colchicum	lb. .14 — .16		
Pareira Brava	lb. .23 — .25	Coriander, Bombay	lb. — —		
Pellitory	lb. — .08	Morocco Unbleached	lb. .05½ — .06		
Pink true	lb. .75 — .80	Bleached	lb. .08½ — .09		
Pleurisy	lb. — .19	Cumin, Levant	lb. — —		
Poke	lb. .07 — .07½	Morocco	lb. .1½ — .12		
Rhatany	lb. .10 — .11	Dill	lb. .05½ — .06		
Rhubarb	lb. — .65	Fennel, French	lb. .11 — .12		
High Dried	lb. .70 — .75	German	lb. .1½ — .12		
Powdered	lb. .48 — .50	Flax, whole	per bbls. — 11.25		
Sarsaparilla, Honduras	lb. .42 — .43	Ground	lb. .05½ — .06		
Mexican	lb. .05½ — .06	*Nominal			
Scammony Root					

Cassia Buds	lb. — — .10
China, Selected	lb. .05½ — .07
Saigon, assortment	lb. .23 — .25
Cinnamon, Ceylon	lb. .17 — .18

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Cloves, Zanzibar	lb.	.32	—	.32
Amboyas	lb.	—	—	—
Penang	lb.	.48	—	.50
Ginger, African	lb.	.09½	—	.10
Jamaica, grinding	lb.	.29	—	.39
Fancy Bold	lb.	.38	—	.40
Japan	lb.	.09¼	—	.09½
Cochin ABC and lemon	lb.	.12	—	.12½
Mace, Siau	lb.	.37	—	.38
Banda, No. 1	lb.	.43	—	.44
Batavia	lb.	.28	—	.30
Nutmegs, Hls	lb.	.19	—	.20
75s-80s	lb.	—	—	.25
Pepper, Black Sing.	lb.	—	—	.10
White	lb.	.14	—	.14½
Peppers, Red, Mombasa ..	lb.	.31	—	.32
Cherries	lb.	.20	—	.21
Bombay	lb.	.16	—	.16½
Japan	lb.	.38	—	.39
Pimento, Select	lb.	—	—	.04

WAXES

Bayberry	lb.	.20	—	.25
Bees, white	lb.	.33	—	.35
Yellow, clean	lb.	.14	—	.16
Crude	lb.	.12	—	.14
Candelilla	lb.	.24	—	.25
Carnauba, Flor.	lb.	.55	—	.58
No. 1, North Country ..	lb.	.46	—	.48
No. 2, North Country ..	lb.	.25	—	.26
No. 3, Fatty Gray	lb.	.15	—	.16
No. 3, Chalky	lb.	.14½	—	.15
Ceresin Yellow	lb.	.07½	—	.08
White	lb.	.09	—	.09½
Japan	lb.	.19	—	.20
Montan, crude	lb.	.04½	—	.05
*Bleached	lb.	—	—	.20
Ozokerite, brown	lb.	—	—	.22
Green	lb.	.22	—	.24
Refined, yellow	lb.	—	—	—
Paraffin, ref'd 128-130 deg.m.p.	lb.	.06	—	.06¼
Ref'd 118-120 deg.	lb.	.04½	—	.05
Stearic Acid, See Animal Oils				
*Nominal				

Essential Oils

Almond, Bitter, U.S.P.	lb.	4.75	—	5.00
Bitter, f.f. P.A.	lb.	5.25	—	5.50
Artificial, U.S.P., See Aromatic Chems.				
Sweet	lb.	.40	—	.42
Peach Kernel (Apricot) ..	lb.	.25	—	.27
Amber, Crude	lb.	1.00	—	1.05
Rectified	lb.	1.25	—	1.30
Anise Technical	lb.	.50	—	.55
U. S. P.	lb.	.60	—	.65
Bay	lb.	2.25	—	2.30
Bergamot	lb.	5.00	—	5.25
Artificial	lb.	2.50	—	2.75
Birch Tar, Rect.	lb.	—	—	.275
Crude	lb.	—	—	1.85
Bois de Rose	lb.	2.75	—	3.25
Cade	lb.	.60	—	.70
Cajuput, Native	lb.	.65	—	.70
U.S.P.	lb.	.75	—	.80
Camphor, by-product	lb.	.09	—	.10
Japanese white	lb.	.19	—	.20
Cananga, Native	lb.	3.00	—	3.10
Rectified	lb.	4.00	—	4.25
Caraway, Rectified	lb.	—	—	1.50
Crude	lb.	—	—	1.35
Cassia Technical	lb.	1.30	—	1.40
Redistilled, U.S.P.	lb.	1.60	—	1.70
Cedar Leaf	lb.	.70	—	.72
Cedar Wood, light	lb.	.30	—	.32
Cinnamon, Ceylon, heavy ..	lb.	11.00	—	15.00
Leaf	lb.	—	—	2.00
Citronella, Ceylon	lb.	.54	—	.55
Java	lb.	.72½	—	.75
Cloves, cans	lb.	2.15	—	2.25
Bottles	lb.	2.25	—	2.30
Copaiba, U.S.P.	lb.	.45	—	.50
Coriander, U.S.P.	lb.	8.50	—	9.00
Croton	lb.	—	—	1.10
Cubebs, U.S.P.	lb.	6.25	—	6.50
Cumin	lb.	—	—	5.00
Dill	lb.	—	—	4.50

Erigeron	lb.	1.75	—	2.00
Eucalyptus, Australian, U.S.P.	lb.	.40	—	.42
Fennel, sweet, U.S.P.	lb.	1.65	—	1.75
Geranium, Rose Algerian ..	lb.	6.00	—	7.00
Bourbon, (Reunion)	lb.	5.00	—	5.50
Turkish	lb.	—	—	3.75
Ginger	lb.	—	—	6.50
Gingergrass	lb.	—	—	2.75
Hemlock	lb.	—	—	.70
Juniper Berries, rect.	lb.	1.50	—	1.60
Wood	lb.	.50	—	.60
Lavender Flowers, U.S.P.	lb.	2.75	—	3.50
Spike, Spanish	lb.	.90	—	1.00
Lemon, U.S.P.	lb.	.70	—	.75
Lemongrass, Native	lb.	1.00	—	1.10
Limes, Expressed	lb.	2.25	—	2.50
Distilled	lb.	.50	—	.55
Linaloe	lb.	2.60	—	2.70
Mace, distilled	lb.	1.00	—	1.10
Mirbane, ref., see Aromatic Chemicals				
Mustard, natural	lb.	—	—	19.00
Artificial	lb.	—	—	3.00
Neroli, Bigarade	oz.	8.00	—	20.00
Petale	oz.	10.00	—	25.00
Artificial	lb.	—	—	15.00
Nutmeg, U.S.P.	lb.	1.00	—	1.10
Orange, bitter	lb.	1.90	—	2.00
Sweet, West Indian	lb.	2.15	—	2.25
Italian	lb.	2.90	—	3.25
Origanum, Imitation	lb.	.30	—	.35
Patchouli	lb.	10.00	—	12.50
Pennyroyal, domestic	lb.	—	—	1.75
Imported	lb.	1.15	—	1.25
Peppermint Natural, tins ..	lb.	1.70	—	1.80
Redistilled, U.S.P.	lb.	1.90	—	2.00
Japanese, thrice rect.	lb.	1.25	—	1.30
Petit Grain, So. America ..	lb.	—	—	2.10
French	lb.	8.50	—	10.00
Pinus Sylvestris	lb.	—	—	1.75
Pumilio	lb.	3.50	—	3.75
Rose, French	oz.	—	—	10.00
Bulgarian	oz.	7.50	—	8.50
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Tech.lb.	.45	— .50
Sandalwood, East Indian....lb.	7.25	— 7.50
West Indianlb.	—	— 4.00
Sassafras, naturallb.	.90	— 1.00
Artificial ....lb.	—	— .53
Savin ....lb.	4.50	— 4.75
Spearmint ....lb.	2.25	— 2.40
Spruce ....lb.	—	— .70
Tansy, Amer. ....lb.	—	— 7.75
Tar, bbls. ....gal.	.28	— .30
Refined, U.S.P., cans....gal.	—	— 1.00
Thyme, red, U.S.P. ....lb.	1.00	— 1.10
White, U.S.P. ....lb.	1.15	— 1.20
Vetivert, Bourbon ....lb.	4.75	— 5.25
Wine, heavy ....lb.	—	— 2.75
Wintergreen, sweet birch....lb.	2.25	— 2.50
Genuine Gaultheria ....lb.	5.00	— 7.00
Synthetic, U.S.P., bulk....lb.	.35	— .40
Wormseed Baltimore ....lb.	4.00	— 4.25
Wormwood Dom. ....lb.	11.00	— 11.50
Ylang Ylang, Bourbon....lb.	10.00	— 12.00
Manila ....lb.	25.00	— 35.00
Artificial ....lb.	—	— 10.00

Oleoresins

Aspidium (Malefern) ....lb.	3.50	— 4.00
Capsicum ....lb.	2.75	— 3.00
Cubeb ....lb.	—	— 7.00
Ginger ....lb.	2.50	— 2.65
Malefern ....lb.	3.50	— 4.00
Mullein (so-called) ....lb.	—	— 4.00
Orris ....lb.	—	— 18.00
Pepper, black ....lb.	—	— 6.00
Vanilla ....lb.	8.50	— 9.50

Perfumers' Sundries

Almond Meal ....lb.	.28	— .30
Ambergris, black ....oz.	—	— 8.00
Ambergris, gray ....oz.	—	— 25.00
Chalk, precipitated ....lb.	.0234	— .0374
Civet ....oz.	2.75	— 3.00
Lanolin hydrous ....lb.	.12	— .15
Lanolin anhydrous ....lb.	.15	— .18
Musk Cab., pods.....oz.	16.00	— 17.00
Musk, Cab., grains.....oz.	25.00	— 26.00
Musk, Tonquin, grains.....oz.	32.00	— 33.00
Musk, Tonquin, pods.....oz.	17.00	— 19.00
Oak Moss ....lb.	.40	— .60
Orris Root, Florentine, wholelb.	.08 1/2	— .09
Verona ....lb.	—	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch ....lb.	.09	— .10
Sandalwood, chips and ground lb.	.35	— .40
Talc, Italianton	38.00	— 40.00
Talc, Frenchton	20.00	— 25.00
Talc, domesticton	17.00	— 18.00

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Natural Derivatives

Anethollb.	—	— 1.75
Borneollb.	—	— 3.50
Citronellollb.	—	— 10.00
Citrallb.	3.50	— 4.00
Eucalyptol ....lb.	.85	— .88
Eugenol ....lb.	3.25	— 3.50
Geraniol ....lb.	2.50	— 3.00
Iso-Eugenol ....lb.	4.00	— 4.50
Linalool ....lb.	4.50	— 5.50
Menthhol ....lb.	5.25	— 5.40
Rhodinol ....lb.	—	— 15.00
Safrol ....lb.	.55	— .60

Synthetic Aromatics

Acetophenone, C.P. ....lb.	3.50	— 5.00
Amyl Butyrate ....lb.	—	— 2.50
Amyl Salicylate ....lb.	1.20	— 1.30
Anisic Aldehyde ....lb.	—	— 4.25
Free From Chlorine ....lb.	1.60	— 1.75
Benzaldehyde, U.S.P. ....lb.	1.25	— 1.40
Benzylacetate ....lb.	1.20	— 1.25
Benzyl Alcohol ....lb.	1.10	— 1.25
Benzyl Benzoate ....lb.	1.35	— 1.50
Bromstyrol ....lb.	—	— 4.50
Cinnamic Acid ....lb.	—	— 3.00
Cinnamic Aldehyde ....lb.	—	— 4.50
Citronellal ....lb.	—	— 2.00
Coumarin ....lb.	—	— 3.25
Resale ....lb.	3.00	— 3.10
Diphenyloxide ....lb.	.80	— .85
Ethyl Cinnamate ....lb.	4.75	— 5.00
Geranyl Acetate ....lb.	5.25	— 5.50
Heliotropin ....lb.	2.60	— 3.00
Indol, C. P. ....oz.	—	— 10.00
Linalyl Acetate ....lb.	9.00	— 10.00
Linalyl Benzoate ....lb.	15.00	— 16.00
Methyl Anthranilate ....lb.	4.25	— 4.50
Methyl Cinnamate ....lb.	4.75	— 5.00
Methyl Paracresol ....lb.	9.00	— 10.00
Methyl Salicylate ....lb.	.35	— .40
Resale ....lb.	—	— .35
Mirbane, rect., drums extra.lb.	.11	— .12
Musk Ambrette ....lb.	13.00	— 14.00
Musk Ketone ....lb.	9.00	— 10.00
Musk Xylene ....lb.	2.25	— 2.75
Nerolin ....lb.	2.25	— 2.50
Phenylacetaldehyde ....lb.	7.00	— 9.00
Phenylacetic Acid ....lb.	3.50	— 4.00
Phenylethylalcohollb.	7.00	— 9.00
Terpineol, C. P.lb.	.45	— .50
Vanillinoz.	—	— .55
Resaleoz.	—	— .54
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NAPHTHALENE—70 bbls., Order, Hamburg

OCHRE—910 bbls., Reichard, Coulston Co., Marseilles; 360 bbls., J. L. Smith & Co., Marseilles; 50 bbls., Order, Marseilles

OILS—Coconut, 785 tons, Park Union Foreign Banking Corporation, Iloilo; 150 bbls., Ledward Bibbey & Co., Iloilo; **Codiver**, 50 cs., Schieffelin & Co., Christiania; **Fish**, 2 bxs., Vacuum Oil Co., London; **Fusel**, 10 bbls., New York Industrial Alcohol Co., Arecibo; **Palm**, 57 csks., J. A. Rayner & Co., Liverpool; 8 csks., Fourth St. National Bank, Philadelphia, Liverpool; 161 bbs., 38 csks., Order, Liverpool; **Palm Kernel**, 44 csks., Order, Hull; **Linseed**, 2 bbls., Order, London; 567 bbls., National Lead Co., Rotterdam; 653 bbls., W. Van Doorn, Rotterdam; 40 bbls., Netherlands Chemical Co., Rotterdam; 1923 bbls., Order, Hull; 1 dr., W. R. Grace & Co., Valparaiso; 575 bbls., 56 drs., Order, Bristol; **Raw**, 563 bbls., Clement & Son, Rotterdam; **Olive**, 4 bbls., Ant Sindom Mawrana, Naples; 5 bbls., A. Desiderio, Naples; 207 cs., D. Candela, Naples; 10 cs., S. Di Pacia, Naples; 34 cs., P. Albano, Naples; 5 cs., General Transport Co., Naples; 8 pgs., G. Ascione, Naples; 1 cse., F. Castellano, Naples; 18 cs., Hudson Forwarding & Shipping Co., Naples; 34 cs.,

General Transport Co., Naples; 10 cs., Santoni & Co., Mayaguez; 275 cs., P. Pastene & Co., Genoa; 50 cs., R. Martorelli, Genoa; 6 csks., F. Saitta, Palermo; 12 csks., A. Giuffrè, Palermo; 200 bbls., Mechanics & Metals National Bank, Marseilles; 675 cs., J. P. Smith & Co., Marseilles; 20 cs., F. Nottoli, Genoa; 300 cs., F. N. Giavi, Genoa; 6 cs., Hudson Forwarding & Shipping Co., Genoa; 160 cs., American Exporting Co., Genoa; 25 cs., D'Antolim & Co., Genoa; 300 cs., Atlas Exch. Nat. Bk., Chicago, Genoa; 277 cs., Van Bremen & Asche Co., Genoa; 3 cs., Chiardolo Bros., Genoa; 25 cs., Raffaello Paoli Co., Genoa; 24 cs., P. Poggi, Genoa; 8 cs., G. Pacchimi, Genoa; 162 cs., P. Pastene Co., Genoa; 72 cs., Strohmeyer & Arpe Co., Genoa; 1 cse., Bernard Judae & Co., Genoa; 250 cs., Musa Bros., Genoa; 500 cs., P. Pastene & Co., Genoa; 50 bbls., East River National Bank, Genoa; 320 cs., R. Martorelli, Genoa; 1523 cs., Order, Genoa; 75 cs., J. O. S. Garneau & Co., Marseilles; 25 cs., H. C. Newcomb, Marseilles; 10 cs., Morana Inc., Marseilles; 3 cs., American Shipping Co., Marseilles; 14 bbls., Lazard Freres, Marseilles; 25 bbls., Order, Marseilles; 2 bbls., Lucania Importing Co., Naples; 30 cs., General Transport Co., Naples; 1 cse., Order, Genoa; 15 bbls., W. Underwood Co., Leghorn; 100 bbls., Philadelphia National Bank, Genoa; 132 bbls., Order, Genoa; 100 bbls., W. Schall & Co., Malaga; 11 bbls., G. Dominica, Malaga; 268 cs., Societa Di Aganze, Palermo; 1 bbl., A. Chiris & Co., Messina; 4 cs., Colombo Co., Catania; 500 bbls., 4 cs., Order, Naples; 930 cs., A. Marano, Malaga; **Rapeseed**, 630 bbls., Vacuum Oil Co., Liverpool; **Vegetable**, 295 bbls., 1 cse., Netherlands Chemical Co., Hamburg

OILS ESSENTIAL—3 cs., Order, London; 10 cs., J. Elwell & Co., Havre; 2 csks., W. Openhym Sons, Havre; 50 csks., Mac Muller Candle Co., Havre; 14 drs., Order, Malaga; 8 bbls., Gallagher & Ascher, Malaga; 300 cs., Order, Messina; 200 cs., A. Chiris & Co., Messina; 267 cs., C. L. Huisking, Messina, 38 cs., Irving National Bank, Messina; 4 drs., Order, Malaga; 1 cse., American Express Co., Hamburg; **Bay**, 2 bxs., Park Benziger & Co., St. Lucia; 7 cs., Rene Moelhausen, St. Lucia; 1 bbl., R. Moelhausen, Guadeloupe; 28 cs., G. Preston, Arroyo; 6 cs., Santone & Co., Arroyo; 8 cs., Santone & Co., Arroyo; **Cassia**, 100 cs., Chase National Bank, Hong Kong; 50 cs., Goldman, Sachs & Co., Hong Kong; **Citronella**, 72 drs., Order, Batavia; 12 drs., Order, Samaboya; 9 drs., Order, Colombo; 40 drs., Order, Colombo; **Geranium**, 2 bbls., 1 tin, G. Leuders & Co., Marseilles; 11 bbls., American Express Co., Marseilles; **Lavender**, 29 cs., Marana Inc., Valencia; 2 drs., F. Serrano, Malaga; **Lemon**, 16 cs., Neumann & Schwers Co., Liverpool; **Lime**, 6 drs., Goldman, Sachs & Co., Dominica; **Lenaloe**, 17 cs., Order, Vera Cruz; **Orange**, 6 cs., Planters Produce Co., Dominica; 20 cs., Order, Kingston; **Rosemary**, 9 drs., Morana Inc., Valencia; 29 drs., G. Luaders & Co., Malaga; **Sandalwood**, 4 cs., Order, London; **Thyme**, 1 cse., Morana Inc., Valencia; 3 bxs., Morana Inc., Cadiz; 3 drs., Graham Hincley & Co., Cadiz; 10 drs., G. Luaders & Co., Malaga

OSSEINE—200 bbls., A. Murphy & Co., Hamburg

PAW PAW JUICE—9 cs., Order, London

PEASSAVA—363 bbls., Order, Hamburg; 6 bbls., W. R. Grace & Co., Bahia

POTASSIUM SALTS—Bromide, 10 cs., Chemical National Bank, Hamburg; **Caustic**, 38 drs., C. Hardy & Ruperty, Hamburg; 138 drs., Superfos Co., Hamburg; **Chlorate**, 248 tons, Order, Marseilles; 200 csks., Equitable Trust Co., Hamburg; 200 kgs., C. B. Richard & Co., Hamburg; 300 csks., National City Bank, Hamburg; 190 csks., C. Hardy & Ruperty, Hamburg; 190 csks., Order, Hamburg; **Perchlorate**, 15 bbls., Order, Bristol; **Permanganate**, 50 drs., Iscoga Chemical Co., Hamburg; 120 drs., Hamburg; **Prumate**, 62 csks., Order, London; **Muriate**, 3500 bgs., A. Vogel, Hamburg; **Nitrate**, 246 bbls., Bank of America, Hamburg

QUININE—2 cs., R. W. Greeff Co., Rotterdam

QUINIDINE—17 cs., American Express Co., Rotterdam

ROCHELLE SALTS—33 cs., C. B. Richard & Co., London

ROOTS—17 bbls., Smith, Klein & French Co., Hamburg; 16 bgs., E. Lilly & Co., Hamburg; **Broom**, 8 bbls., Parsons Tarding Co., Vera Cruz; **Jalap**, 31 bgs., R. Del Castello,

Vera Cruz; **Sarsaparilla**, 10 bbls., Order, Vera Cruz; **Scammony**, 102 bgs., Order, London

SEEDS—Anise, 180 bgs., Order, Malaga; **Caraway**, 200 bgs., Graham Co., Rotterdam; 200 bgs., French, Kremer & Co., Rotterdam; 100 bgs., Catz Amer Co., Rotterdam; 100 bgs., J. D. Nordlinger, Rotterdam; **Cardamoms**, 100 pgs., Brown Bros. & Co., Colombo; **American Exchange National Bank**, Colombo; **Cumen**, 170 bgs., Order, Marseilles; **Fennel**, 78 bgs., A. Stallman & Co., Marseilles; 34 bgs., Peck & Velsor, Marseilles; 25 bgs., Eimer & Amend, Marseilles; 65 bgs., Order, Marseilles; **Jambul**, 4 bgs., McLaughlin, Gormley & King Co., London; **Mustard**, 150 bbls., Order, Hamburg; 371 bgs., Order, London; **Poppy**, 100 bgs., J. D. Nordlinger, Rotterdam; 30 bbls., J. Wertheimer & Sons, Rotterdam; 100 bgs., Levy, Jaburg Bros., Rotterdam; 100 bgs., C. E. Armstrong, Rotterdam; 200 bbls., J. D. Nordlinger, Rotterdam; 200 bgs., C. J. Sperco, Rotterdam; **Blue**, 50 bgs., Catz Amer Co., Rotterdam; 50 bgs., Catz Amer Co., Rotterdam; **Quince**, 22 bgs., Order, Malaga; **Rape**, 100 bgs., Horton, Rotterdam

SILVER SULFIDE—269 bgs., American Smelting & Refining Co., Areca; 27 cs., Nash Watjen & Bangs, Iquique

SODIUM SALTS—Bisulfite, 50 bbls., American Exchange National Bank, Rotterdam; **Ash**, 202 bgs., Jefferson Tr. Co., Hamburg; **Fluoride**, 23 bbls., Order, Hamburg; **Hydro-sulphite**, 50 kgs., Brewer & Co., Liverpool; **Nitrate**, 4457 bgs., W. R. Grace & Co., Iquique; **Phosphate**, 40 csks., Order, Hamburg; **Prussiate**, 23 csks., Order, Hamburg; 52 csks., J. D. Lewis, Rotterdam; **Sulfite**, 100 drs., R. F. Downing & Co., Bristol; 40 drs., Chemical National Bank, Hamburg; **Yellow Prussiate**, 53 csks., Order, Rotterdam

SPICES—Cassia, 250 cs., Fidelity International Trust Co., Hong Kong; 10 bgs., Middleton & Co., Dominica; 150 pgs., W. Tapenbeck, Rotterdam; 200 pgs., Archibald & Lewis, Rotterdam; 31 pgs., E. Miltenberg, Rotterdam; 110 pgs., Archibald & Lewis, Rotterdam; 200 pgs., Knickerbocker Mills Co., Rotterdam; 467 pgs., Order, Rotterdam; **Chillies**, 139 pgs., Order, Liverpool; **Cloves**, 120 bbls., Foreign National Bank, Batavia; 91 bgs., Order, Marseilles; **Ginger**, 300 cs., S. Bennecke & Bros., Hong Kong; 445 bgs., Order, Bombay; 22 bgs., Park Benziger & Co., Kingston; **Mace**, 59 cs., Order, London; **Mustard**, 1 cse., Order, London; **Nutmegs**, 420 bgs., Handel Maatschappij, Macassar; 250 bgs., Frame & Co., Macassar; 1 cse., Catz Amer Co., Rotterdam; 65 cs., Order, Rotterdam; **Pepper**, 160 bskts., Strohmeyer & Arpe, Naples; **Black**, 500 bgs., Goldman, Sachs & Co., Batavia; 207 bgs., American Exchange National Bank, Batavia; 9362 bgs., Order, Batavia; **Red**, 146 bbls., Order, Bombay; **White**, 976 bgs., Order, Singapore; 250 bgs., Battery Park National Bank, Batavia; 330 bgs., Order, Batavia

TALC—1000 bgs., Lincoln Trust Co., Genoa; 300 bgs., L. A. Salomon & Bros., Genoa

TAPIOCA—50 cs., W. Van Doorn, Rotterdam; **Flour**, 4036 bgs., National Bank of Commerce, Batavia; 1 pg., Bennett Day Mig. Co., Batavia; 962 bgs., Chatham & Phenix National Bank, Batavia; 1000 bgs., Trademans National Bank, Batavia; 832 bgs., Trademans National Bank, Sourabaya; 2057 bgs., Order, Sourabaya; **Sittings**, 678 bgs., Irving National Bank, Batavia

TARTAR—118 sks., C. Pfizer & Co., Valparaiso; 702 bgs., Tartar Chemical Co., Marseilles; 450 bgs., C. Pfizer & Co., Marseilles; 250 bgs., Tartar Chemical Works, Marseilles; **Cream**, 100 bbls., Brown Bros. & Co., Marseilles; 10 bbls., Bertola & Goedert, Genoa

THYMOL—1 cse., Schneider Bros. & Co., London

WAX—5 cs., Breslauer & Co., Havre; **Bees**, 96 bgs., Order, Havana; 25 bgs., Irving National Bank, Valparaiso; 58 pgs., E. A. Bro-mund Co., Lisbon; **Carnauba**, 55 bgs., Irving National Bank, Rio Grande do Sul; 45 bgs., American Trading Co., Rio Grande do Sul; 110 bgs., Lazard Freres, Rio Grande do Sul; 149 bgs., Order, Rio Grande do Sul; **Paraffin**, 1600 bgs., Order, London

WINE—Medicinal, 3 cs., Royal Swedish Consulate, Rotterdam; 500 cs., E. Landsmann & Son, Rotterdam

ZINC SALTS—Chloride, 97 drs., Hummel & Robinson, Hamburg; **White**, 100 bbls., Order, Marseilles

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Books of Trade Interest

ESSENTIALS OF INDUSTRIAL COSTING. By Geo. S. Armstrong, C. E., M. E. 8 vo., 297 pages. D. Appleton & Co., New York. 1921.

At a time when costs show such erratic variations and when competition between manufacturers in all lines is so keen, the necessity of having a complete, accurate, prompt check on the input and output of every factory becomes particularly evident. Little has been written on the subject of costing from a practical point of view and the author has put into his book the wealth of experience gained through long years in actually carrying out the operations which he describes, in their relation to various industries. Probably there is no manufacturer who is not of the opinion that his particular system of costing is the best possible, but it is equally probable that there is no system of costing in use today which cannot be improved. Certainly there are few accountants and executives in industry today who would not derive distinct benefit from such a study of these problems as presented in this book.

ECONOMICS FOR THE ACCOUNTANT. By Kemper Simpson, Ph.D., formerly Lecturer in Johns Hopkins University and Economist in the Federal Trade Commission. 8 vo., 296 pages. D. Appleton & Co., New York. 1921.

The trend of the literature of every technical subject in recent years has been toward the harmonizing of the views of the scientist and the practical man, so called. The time when industry could manage somehow without every help of science has passed and instead industry is now depending more and more on the aid to be had from the philosopher. The present work is an effort on the part of the author to interpret economics to the problems of the accountant who so often fails to understand what bearing it can possibly have on his columns of figures. The treatment is simply that of a thinking man who is able to look over the accountant's shoulder and see the entire page of figures rather than the individual figures themselves. The viewpoint assumed is broad and the treatment interestingly simple.

ANALYTICAL CREDITS. By Alexander Wall. 8 vo., 256 pages. The Bobbs-Merrill Co., Indianapolis. 1921.

The extreme importance of the work of the credit man in his office of guardian of modern business is emphasized every day for every large firm, and his ability to have at his very finger tips full information to guide him in placing his firm's confidence is absolutely essential to his success. The present work is a treatise on the collection, classification and analysis of such information written for the use of the man who is actually doing the work.

METHODS OF THE CHEMISTS OF THE U. S. STEEL CORPORATION FOR THE SAMPLING AND ANALYSIS OF ALLOY STEELS. By J. M. Camp, Chairman of the Chemists' Committee of the U. S. Steel Corp. Second Edition. 8 vo., 81 pages. Published by the Bureau of Technical Instruction, Carnegie Steel Co., Pittsburgh, Penna. 1921.

One of seven pamphlets published by the U. S. Steel Corporation on methods of analysis used by their chemists in handling its products. They are essentially technical in character and are intended solely for the guidance of the chemists of the corporation, but are to be obtained by those interested from the Bureau of Technical Instruction for a nominal price.

The contract for the chemical laboratory of Brown University has been awarded.

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COMPLETE proprietary laboratory for sale or lease, with services of owner. Good town, cheap labor, excellent shipping facilities. King Mfg. Co., Coudersport, Pa.

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YOUNG MAN—three years chemical brokerage experience, two years college chemical education, honest, aggressive, ambitious wants to sell chemicals for reputable American manufacturer. Salary less important than opportunity. Box 82 DRUG & CHEMICAL MARKETS.

HELP WANTED

STENOGRAPHER experienced in office work, and familiar with chemical dictation. Must be rapid and accurate. Give full particulars and salary expected in first letter. Box 48, DRUG & CHEMICAL MARKETS.

CHEMIST wanted, who has had experience in manufacture of sealing wax. Opportunity for man who knows business and willing worker. Box 67, DRUG & CHEMICAL MARKETS.

SALESMAN must be well connected among large users of imported pigments and chemicals in the paint, varnish, linoleum and rubber industries, must have clean and considerable sales record. Box 71 DRUG & CHEMICAL MARKETS.

LARGE DYESTUFFS manufacturer wants man for sales and demonstrating work in connection with tanners. Practical experience in dyeing goat or sheepskin necessary. General Laboratory training and knowledge of dyestuffs for leather valuable. Write giving age and full particulars of past training and experience. Box 69 DRUG & CHEMICAL MARKETS.

SALESMAN—Exceptional opportunity offered to a thoroughly experienced perfumery and toilet goods salesman between the ages of 30 and 35. Must be well acquainted with trade and buyers and furnish the very highest personal as well as business credentials. No replies without full details as to past career will be considered: remuneration, salary and commission. Box 68 DRUG & CHEMICAL MARKETS.

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WANTED—Experienced pharmaceutical chemist, capable of supervising many departments and employees. Give age, experience, references, salary expected, and full particulars. Good opportunity for a high grade, competent, married man. Address Manufacturer, care of DRUG & CHEMICAL MARKETS.

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OFFER Stillingia and Serpentaria for regular future delivery. Prices and samples on request. Natural Products Co., Forestburg, Texas.

WANT to buy leaf Gelatin. Samples and c.i.f. prices required. Shima Trading Co., Ltd., Osaka, Japan.

TO Offer for immediate sale on account of lack of storage space—110 tons of calcined magnesite. Box 62, DRUG & CHEMICAL MARKETS.

WHO is interested in supply of Quinoline, high grade, low price? Address Box 61, DRUG & CHEMICAL MARKETS.

PLANT EQUIPMENT

WANTED—Drums, second-hand, good condition only, give full details and price first letter. Box 74 DRUG & CHEMICAL MARKETS.

OFFER—Stokes Rotary Vacuum Dryer, with dust collector, 4 x 20 ft. Box E5 DRUG & CHEMICAL MARKETS.

FOR SALE—Centrifugals, steam and electric driven, 36 to 48 inches. American and Tolhurst—attractive prices for immediate sale. Box 76 DRUG & CHEMICAL MARKETS.

The Sealwood Co., paints and varnish, St. Louis, has closed a deal for the sale of its plant to the V. E. P. Co., which is capitalized at \$150,000, and will reorganize the old company. M. F. Geserich is president and Edward L. Hoevel, of the Sealwood Co, has retired.

A consignment of indanthrene blue, imported by Huhroff, Pickhardt & Co., are held up by the Customs Department, has been released. It was believed that a similar color was made in this country, but a test proved that indanthrene blue B. C. S., the imported blue, is faster to chlorine than the domestic dye.

President Harding has issued an executive order which is in accord with a resolution adopted by Congress making available for Russian relief surplus medicines, medical, surgical and hospital supplies held by the War, Navy, Treasury Department and the Shipping Board. The supplies will be delivered to the American relief administration within four months from the date Congress passed its resolution, Jan. 20, 1922, and will not exceed \$4,000,000 in original cost to the government.

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The Dow Chemical Co.	Protexol Corp.
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Calco Chemical Co.	
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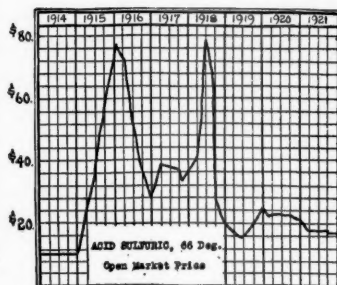
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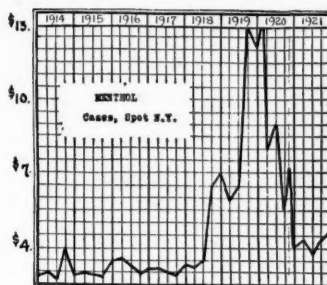
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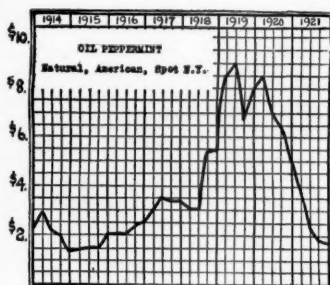
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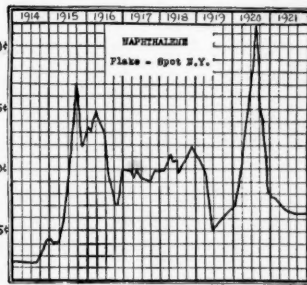
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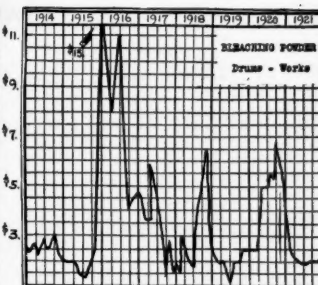
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